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KENT ON SUNDAY

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IT'S WHAT SUNDAYS ARE ALL ABOUT

No.429 December 12, 2010

INSIDE THIS WEEK'S PAPER

BUSINESS REVIEW 2010 CELEBRATES A YEAR OF CHANGE AND SUCCESS

MPs' fury at Southeastern's 'farcical' snow chaos admission

DE-ICING TRAINS WERE OFF RAILS

By **MARIJKE COX**

RAIL bosses have come under sustained attack after it emerged two crucial de-icing trains used to keep the network running during freezing conditions were being serviced during last week's chaos.

The admission by Southeastern's managing director Charles Horton came during a meeting with Kent MPs who demanded an explanation for the severe disruption to the rail network after the county was hit by heavy snow.

Hundreds of passengers were left stranded on trains or freezing platforms with little communication from Southeastern about changes to services.

Mr Horton said ice on the conductor rail made it impossible for trains to draw electricity, which caused major disruption, but accepted there were shortcomings in providing information to commuters.

MPs reacted with fury, however, when he also admitted that two Network Rail de-icing trains had gone in for their annual service and were out of action.

Roger Gale, Tory MP for Thanet North, asked why they were undergoing a service at a time when they were desperately needed.

He said: "Questions as to why there was no window of opportunity to service these engines between March and October produced no explanation." Greg Clark, Conservative MP for Tunbridge Wells, said he was "flabbergasted".

"It is farcical that de-icing trains should go for maintenance in winter, when they are needed, rather than during summer," he said.

Information and communication between Southeastern and commuters was also heavily criticised by MPs, who demanded an explanation into why passengers were not told what was happening with services.

Mr Gale, who said he would oppose any franchise renewal with Southeastern after the company announced a 13 per cent increase on fares from east Kent last month, stressed there needed to be an overhaul of the entire rail information system.

He said: "It transpires that the National Data Systems run by Network Rail and train operating companies are unable to respond to urgent amendments.

"So when Southeastern took a 2am decision to cancel trains, the system was unable to respond and continued to transmit wholly outdated and incorrect information."

Gareth Johnson, Tory MP for Dartford, said Southeastern made "false promises" that people could get to work when there were in fact no services.

"I am a commuter and so I share the frustrations people have experienced in trying to get back and forth to London," he said.

"Inadequate information was provided to help lines or help points on the platforms. When there are problems on the roads people

CONTINUED ON PAGE TWO

Picture: JEAN-LUC BENARD

Picture perfect tourist trail

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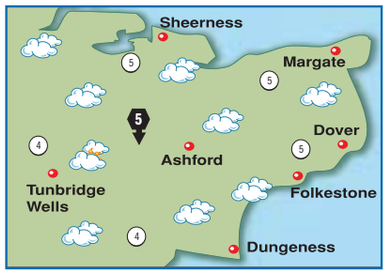
Kent today



TODAY: Staying largely dry with rather cloudy skies, but a few brighter spells may develop. There will be a light to moderate northerly wind. A colder day. Max temp 3-6C (37-43F). **TONIGHT:** Dry with clear intervals, but a lot of cloud. Moderate winds. Locally frosty. Min temp 0-3C (32-37F).

Around Britain

		°C	°F			°C	°F
Aberdeen	cloudy	6	43	London	cloudy	5	41
Belfast	fair	6	43	Liverpool	cloudy	5	41
Birmingham	cloudy	4	39	Manchester	cloudy	5	41
B'mouth	cloudy	5	41	Newcastle	cloudy	5	41
Bristol	cloudy	5	41	Norwich	cloudy	7	45
Cardiff	cloudy	5	41	Oxford	cloudy	4	39
Cork	cloudy	7	45	Southsea	cloudy	6	43
Edinburgh	fair	4	39	S'hampton	cloudy	5	41
Glasgow	fair	6	43	Southport	fair	5	41
Isle of Man	fair	7	45	Swansea	fair	6	43
Leeds	cloudy	4	39	Torquay	cloudy	6	43

Sun & moon

Sunrise	7.53am	Sunset	3.45pm	Lighting up times:
Moonrise	11.25am	Moonset	11.14pm	3.45pm to 7.54am

High Tides

	today				tomorrow			
		ht (m)		ht (m)		ht (m)		ht (m)
Dover	02.46	6.1	15.15	5.6	03.33	5.8	16.09	5.4
Margate	03.38	4.3	16.14	4.1	04.24	4.2	17.05	4.0
St Mary's	08.42	4.8	21.04	4.5	09.29	4.6	21.57	4.3

Week ahead

monday Dry. Some sun. max 6C min -2C

tuesday Mainly fine. max 5C min -2C

wednesday Wintry showers. max 5C min -1C

thursday Wintry showers. max 5C min -1C

friday Rain and snow. max 4C min -3C

saturday Wintry showers. max 3C min -2C

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MPs' expenses claims range from £0-13,630

By **MARIJKE COX**
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MORE than a year after the expenses scandal rocked Westminster, new details of how Kent MPs have been spending taxpayers' money have been published.

The Independent Parliamentary Standards Authority (IPSA) revealed MPs' expenses claims made between May and August as part of new transparency rules introduced after the scandal.

According to IPSA records, three of the county's Tory MPs – Gravesham's Adam Holloway; Mark Reckless, MP for Rochester and Strood; and John Stanley, MP for Tonbridge and Malling – claimed nothing.

Kent's 15 others made claims ranging from £463 by planning minister Greg Clark, MP for Tunbridge Wells, to £13,630 by Sittingbourne and Sheppey's Gordon Henderson.

Claims included costs for staffing, stationery and travel.

A spokeswoman for Mr Reckless, who claimed nothing according to the records, said his expenses for May-August, 2010, would be coming out in the next IPSA publication.

She said: "Mr Reckless does have expenses, but he wanted to make sure everything going through was the lowest that it could be, which is why it's taken a little longer.

"What he has claimed is still quite low and this will be seen in the next set published."

Mr Holloway, who also had no claims, refused to comment on expenses.

Gordon Henderson was the highest claimant with £13,630.28. He said the bulk of the claims related to the cost of setting up and running his constituency office.

"I took a conscious decision to base most of my operation in the constituency, whereas some colleagues in the South East use offices in Westminster provided by Parliament, the cost of which does not show as an 'expense'," he said.

Mr Henderson also stated that some MPs, particularly in north Kent, were not allowed to claim travel expenses but got a London weighting allowance of more than £7,000 per year in compensation that was not counted as an expense, so their travel claims were lower than his.

He also stressed that he did not claim for a range of expenses he was entitled to.

"On a personal level, I very much welcome the tightening up of the expense system and support everything that IPSA is doing to ensure the system is not abused," he added.

Maidstone and the Weald MP Helen Grant claimed £11,708.16, including £3,877.50 on staffing costs and computer purchases totalling £2,515.63.

Mrs Grant said she believed the word 'expenses' was misleading to the public, where two thirds of the budget available to an MP of around £21,000 was for setting up and running offices in Westminster and in the constituency.

"These are business operating costs and have nothing to do with the MP's personal expenses," she said.

The Tory MP said all pubic servants should be accountable to taxpayers, but said the IPSA's system was not the most cost-effective way of publishing figures.

"Their published figures do nothing to provide the general public any indication of MPs' probity or efficiency and their system is enormously expensive and unwieldy to operate," she said.

"I believe there are cheaper and more efficient ways to administer and publish MPs' costs that will satisfy the public need for transparency."

Mrs Grant said the IPSA had been instructed to implement an improved system before the next financial year.

May to August 2010

Damian Green (Ashford) £5,077,
Julian Brazier (Canterbury) £12,772,
Tracey Crouch (Chatham and Aylesford) £6,319,
Gareth Johnson (Dartford) £9,109,
Charlie Elphicke (Dover and Deal) £7,601,
Hugh Robertson (Faversham and Mid Kent) £9,121,
Damian Collins (Folkestone and Hythe) £4,440,
Rehman Chishti (Gillingham and Rainham) £4,758
Adam Holloway (Gravesham) £0
Helen Grant (Maidstone and the Weald) £11,708
Mark Reckless (Rochester and Strood) £0
Gordon Henderson (Sittingbourne and Sheppey) £13,630
Laura Sandys (Thanet South) £6,007
Greg Clark (Tunbridge Wells) £463
Michael Fallon (Sevenoaks) £2,421
Roger Gale (Thanet North) £8,144
John Stanley (Tonbridge and Malling) £0

'Shortcomings' in bad weather service

CONTINUED FROM FRONT PAGE

can obtain up-to-date information, clearly this should also be the case with the train routes."

He added that, in his view, the rail service in the snow had not improved in 30 years.

"If anything, it has got worse," he said.

MPs also questioned how the hardest-hit areas of the UK, such as the North East, continued to run mainline services while the South East ground to a halt.

Mr Gale said: "It does seem the intelligent and sophisticated new rolling stock is so sensitive that the trains cannot adjust to even relatively modest conditions of ice and snow – in sharp contrast to the more robust old slam-door trains."

According to reports, during the worst of the weather, 95 per cent of Southeastern trains were cancelled or severely delayed.

Strike

And things look set to get even worse with the RMT union preparing for a strike ballot next week over staffing levels, which could mean trouble for commuters in the New Year. Results are due in January.

In response to the backlash over last week's chaos, Southeastern boss Mr Horton apologised for the disrupted services, but stressed that Network Rail had worked hard to clear the snow and keep the rails free of ice.

"We accept there were shortcomings in information provision and this made the disruption even more frustrating for passengers," he said.

"Although some of the improvements introduced after last year's snow did work well, we know there is much more to do to ensure passengers get timely and accurate information.

"We've already identified some short-term measures to improve this but will be working with industry partners on whom we rely for much of the information to achieve more significant improvements."

ENDANGERED: American signing, which is based on Old Kentish Sign Language

Old signing needs hand for survival

By **STEVE KNIGHT**
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A CENTURIES-old sign language thought to have been spread throughout America by Kentish settlers is on the worldwide endangered list.

Evidence of the use of Old Kentish Sign Language dates back as far as the mid-1600s, but is now thought to be extinct thanks to the rise of British Sign Language in its place.

It is also thought to be one of the forerunners of American Sign Language, as a number of 17th century settlers on the island of Martha's Vineyard near Massachusetts – the majority of whom knew how to sign – migrated from the Kentish Weald.

At risk

"We've listed it as extinct because for a long period of time there has been no reported use of it," said Dr Mark Turin, an anthropologist who helped compile the World Oral Literature Project.

"But we don't know for sure that nobody uses it anymore and sometimes there's quite a lot of disagreement about certain languages.

"But what we've done is collate and compile a database using information from three different sources, so don't shoot the messenger."

One of the earliest recorded uses of Old Kentish Sign Language is thought to be included in Samuel Pepys' diary of 1666, when he describes how a deaf servant gave news to his master of the Great Fire of London.

Languages included in the World Oral Literature Project are judged to be at risk if there is a combination of few speakers and little enthusiasm or support for learning.

Others spoken in Britain which are also included on the endangered list include Cornish, Guernsey French, Scottish Gaelic, and even Welsh.

"The real question is, do we care about the past and do we care about where we come from?" said Dr Turin, who currently specialises in the various languages of the Himalayas.

"There are lots of buildings that receive lottery funding for their restoration even though nobody lives in them any more, and the same goes for animals, plants and so on.

"Languages are not just about words and grammar: they are vehicles for history, knowledge and a sense of identity.

"They provide a unique insight into human culture all over the world and help us to understand what makes people give up certain methods of communication in favour of new ones."

The three sources researched for the project were the online linguistics journal Ethnologue, the Unesco Atlas of the World's Languages in Danger, and the work of conservation biologist Professor William Sutherland.

• ***If you know how to use Old Kentish Sign Language please contact steve.knight@kosmedia.co.uk.***

KCC's 'poor' score

KENT County Council has received a 'poor' rating as part of Ofsted's annual assessment of children's services.

The authority had been warned the verdict was likely after the watchdog rated its safeguarding and looked-after children services as "inadequate" last month.

Areas of concern include the management and supervision of staff, low educational attainment of youngsters in care, and social workers with high caseloads.

KCC is one of just 12 councils across England judged to be performing poorly.

University sit-in

STUDENTS occupied the Senate building at the University of Kent's Canterbury campus on Thursday, as MPs in Westminster debated plans to raise tuition fees.

The sit in by about 20 students began on Wednesday evening, with protestors demanding the vice-chancellor, Prof Dame Julia Goodfellow "retract being a signatory of the letter published in the Telegraph supporting the government's proposal".

A spokesman for the group said the sit-in would go on "indefinitely".

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Julie Maddocks meets Chamber of Commerce chief executive Jo James to discuss changes facing businesses

Race to stop police cuts clashing with Olympics

KENT Police Authority chairwoman Ann Barnes has written to the Home Office and asked for the timing of planned funding cuts to be reconsidered.

Constabularies across the UK will have their budgets slashed by 20 per cent over the next four years, with the bulk of the cuts – 14 per cent – coming in the next two.

Acting in her role as deputy chair of the Association of Police Authorities, Mrs Barnes has now asked the policing minister Nick Herbert to rethink the proposals.

"2012 is a decisive year for British policing," she said. "Not only will there be the frontloading of cuts to funding taking place and the reduction of police numbers that will bring, but there is the biggest policing operation of all time taking place in the UK, namely the Olympics.

"I do appreciate that all new governments wish to move forward at pace but, if nothing else, please can some thought be given to the timing of all these changes.

"There is just too much going on at the same time, and public safety is not something we should take risks with."

Kent Police expects to lose 500 police officers and 1,000 other members of staff as a result of the cuts.

Mrs Barnes has also reiterated her opposition to plans for police authorities to be replaced by directly-elected commissioners in 2012, claiming it would cost just under £2 million to hold an election in Kent.

"I strongly urge the Government to take time out to consider and reflect on everyone's views," she said.

"There is absolutely no need to rush headlong into this."

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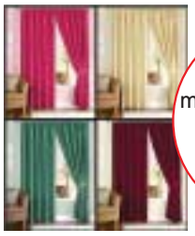
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'It's politics of envy'

Leader Carter defends County Hall big earners

By **STEVE KNIGHT**
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A COALITION crackdown on senior council officers being paid more than the Prime Minister has been attacked by County Hall leader Cllr Paul Carter.

Local Government Secretary Eric Pickles says he wants to bring an end to the "CEO salary circuit" and will no longer tolerate salaries higher than the £142,500 basic pay David Cameron currently receives.

But Cllr Carter says it is unfair to draw comparisons with the PM, despite Kent County Council employing six people – including group managing director Katherine Kerswell – who earn more than that figure.

"When a Prime Minister is forced out by the electorate he can make millions by publishing his memoirs and appearing on the after-dinner circuit," he said.

"I'm not sure a council chief executive would be able to do that, so let's compare apples with apples and not get involved in the politics of envy.

"I think it would be centralist control at the worst possible time (if a salary cap was introduced). Before this Government looks at local authority wages it should look at other public services and quangos and the salaries they pay.

"The BBC would be a good start."

The director-general of the BBC is Mark Thompson, who earns more than £800,000 a year to run the publicly funded corporation.

Mrs Kerswell is KCC's best-paid employee with a basic salary of £197,000, followed by education chief Rosalind Turner on £180,000.

HIGH EARNER: KCC's Katherine Kerswell

Communities head Amanda Honey and adult social services bigwig Oliver Mills both earn £159,075 a year.

Yet despite the comparisons drawn between their salaries and that of the Prime Minister, some have estimated that Mr Cameron actually earns closer to £600,000 once allowances and living arrangements are taken into account.

Cllr Carter said it was necessary for councils to offer competitive packages to lure the best people away from the private sector.

He added: "I think that providing local government acts responsibly with public money, we've got to make sure the rewards that reach the highest echelon are appropriate for the work they deliver and the hours they put into it. In some cases that may be more than the Prime Minister earns."

Cllr Carter also rejected the notion of 'boomerang bosses' accused of jumping from council to council to increase their pay.

"I think senior officers act very responsibly," he said. "Salaries are coming down in response to market forces and economic needs, and there will be no pay rises at KCC either this year or next."

Last week KoS revealed how KCC's former chief executive Peter Gilroy left the authority last May with a £408,000 golden handshake – more than double the amount previously disclosed.

Rare shrimp 'toe splitters' off coast

AN EXOTIC species of shrimp which usually lives in the Indian and Pacific oceans has been found by a fisherman near the Dungeness coast.

The three brown creatures – which can grow up to 30cm long and have sharp claws similar to a praying mantis – were discovered stranded on the beach by angler Shane Joy after recent storms.

Their number suggests they could be breeding off the south coast due to rising sea temperatures.

Kate Buss of Blue Reef Aquarium in Hastings, East Sussex which is housing the shrimp said: "This type of shrimp is incredibly rare and only a handful have ever been recorded locally, especially this far east along the south coast, although their numbers do appear to be on the rise in recent years."

Mantis shrimp are nicknamed 'toe splitters' because of the damage they can do to people.

To see this search 'olympic'
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Palmstead Nurseries in Wye has been chosen to grow 60,000 plants for the Olympic Park Garden in 2012

Connexions getting cut

A £4.8 MILLION budget cut at Kent's career guidance service Connexions could lead to the loss of up to 60 jobs.

The organisation, which offers advice to young people on subjects including education, training, health and money, has agreed to a 19.5 per cent reduction in the funding it will receive from the county council over the next two years.

Chief executive Sean Kearns said: "While we understand KCC and other public services are having to make similar, or in some cases greater, savings for its services, we are disappointed by the scale of these budget reductions.

"In future there will be fewer resources available to deliver services to all young people in schools and colleges, but we will continue to focus on supporting young people who are at risk of becoming Neet (not in education, employment or training)."

The Kent branch of Connexions has regional offices in 11 towns throughout the county and employs more than 300 personal advisers after the cut to £24.8 two-year funding.

A consultation process has now begun with a view to a 17 per cent reduction in staff numbers, which will be achieved through a phased approach over the next eight months.

The £4.8m reduction is significantly more than the £2m cut predicted before the Comprehensive Spending Review was published in October.

Unison regional organiser Simon Bolton said at the time that such a reduction would be like "asking soldiers to fight with rocks instead of guns".

He added: "At a time when young people in Kent need more support to find the few jobs that are out there, the support that already exists is being cut.

"We appear to have gone back to the 1980s when the Government chopped everything that moved, and look where that got us. Parts of Kent are still struggling to recover."

KENT'S seaside towns need to extend their tourism seasons, the House of Commons was told on Wednesday.

The call came from South Thanet Tory MP Laura Sandys when she told fellow MPs: "To maximise opportunities and great visitor experiences, we need clear strategies to increase significantly our out-of-season business."

Looking for ideas this Christmas?

See this weeks Kentish Christmas feature inside Review

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THE INTERVIEW

BY TOM BETTS

Blowing youth's trumpet

JAZZ fanatic Mark Armstrong is bringing a show to remember to Tunbridge Wells.

The National Youth Jazz Orchestra, featuring many of the country's brightest musical talents, will appear at the Assembly Hall in the New Year.

The trumpeter is NYJO's creative director and puts together the show, but it is the players – the talented youngsters – who are the real stars, he says.

"NYJO is made up of the cream of young British jazz talent," said Mark. "All the musicians are under 25 and from all backgrounds. It's been going for 45 years and is a huge success.

"It compromises 25 instrumentalists and two singers and plays a mixture of specially written pieces for the band, by respected international composers, through to well-known pieces."

The Tunbridge Wells show, on Friday, January 21, will be the place to hear many of those classic standards, said Mark.

"We enjoy that kind of repertoire," he added. "We love those pieces, the classic ones, and really want people to be able to hear them, as well as giving the orchestra a chance to play them. Those pieces give them that foundation to work on."

Mark, who has been at the NYJO helm for 10 years, promises the evening will be an "exciting and sophisticated" affair.

He said: "What makes NYJO special is the energy and enthusiasm brought to it by young people and you hear that in their playing. It really is something to hear. They play with humour and they bring something fresh and exciting."

Mark takes to the stage himself during the show to explain a little about the pieces, which will include jazz through to big band numbers. "I really enjoy it," he said. "I've been hooked on big bands since I was really young. I got interested in jazz when I was six and it's stayed with me ever since. I was introduced to big band music then and it just struck me as being so huge, joyful and colourful that I started to play myself.

"I'm a professional trumpet player as well as creative director and it's something that is very much a part of me now."

Jazz and big band music share much in common, although jazz follows less of a structure than the big band sound.

Mark said: "After the war, when people were getting a little frustrated with the structure and lack of ability to improvise, the experimentation came in, but both forms of music are equally great."

The band is fronted by singers Kwabena Adgepong and Emma Smith. Mark said: "Both are sparkling personalities and contrast so well. Kwabena has a fine baritone and excellent reach and Emma is more of a soprano-alto. The two work so well together.

"Being involved with all 20 members is great and really pleasing as they all shine so bright, and this gives them the chance to show what they are capable of.

"We always look forward to coming back to Tunbridge Wells. The audience is always receptive and I am sure it will be another great night of great music, played by great young musicians."

Tickets cost £18, £16 concessions. Contact the box office on 01892 530613.

IN THE MOOD: Mark Armstrong, left, is bringing the National Youth Jazz Orchestra to Kent

Kent Police defend Tasers during Raoul Moat hearing

By **STEVE KNIGHT**
steve.knight@kosmedia.co.uk

A SENIOR Kent police officer has defended the use of Tasers to a Commons hearing prompted by the controversial Raoul Moat manhunt case.

Assistant Chief Constable Andy Adams gave evidence to the Home Affairs select committee on Tuesday, providing MPs with an insight into how and why police utilise the weapon.

The hearing also heard how staff from the Taser firm stripped of its licence over the Moat standoff in July will be working for the new company set up in its place.

Pro-Tect Systems broke its agreement with the Home Office when its late director of operations, Peter Boatman, decided to take the untested X12 weapons direct to police involved in the manhunt.

Officers discharged two Tasers at Moat – who later shot and killed himself – after the 37-year-old Newcastle man had shot his ex-girlfriend, her new partner and a police officer.

ACC Adams is responsible for the use of Tasers at Kent Police and, while admitting he has never fired one himself, told MPs the decision for officers to use them is never taken lightly.

"I think the important aspect of this is that every officer armed with a Taser is trained to use it," he said. "They have to justify their actions and their actions have to be proportionate to the threat they face. The level of scrutiny around this is that every time they fire a Taser they have to fill out a form which is then reviewed by our professional standards team."

MANHUNT: Killer Raoul Moat turned his gun on himself after being Tasered in July

ACC Adams added that police also had support from the public regarding the use of Tasers, which were first introduced in the county in 2005.

"Eighty-five per cent of people we spoke to [during a public consultation] agreed Tasers were a useful way to dissuade violence," he said. "We had a clear mandate from the public."

The select committee is chaired by MP Keith Vazand lists Rochester and Strood Tory MP Mark Reckless – who also sits on the board of the Kent Police Authority – among its members.

During Tuesday's hearing, Mr Vaz pointed to the findings of a five-year study by Australian authorities that revealed 85 per cent of Taser incidents in the state of Victoria involved a person with a mental illness.

When asked if he was concerned by the findings, ACC Adams replied: "What's important is that we look at that in the context of UK policing and how we use our Tasers.

"I'm sure the Home Office will be doing all it can to see if any lessons can be learned from the experiences of the Victoria police and indeed what experiences we can share with them."

Between December, 2008, and January, this year, there were 142 Taser-only deployments in Kent, with the weapon discharged just eight times. There are about 300 officers in the force trained to use the device.

Mr Vaz said: "The recent case of Raoul Moat has brought to light the concerns surrounding the use of Tasers by the police – including their procurement and the training received by officers using the weapons. While Tasers are less lethal than firearms, they can still prove extremely dangerous and as such their use must be regularly scrutinised."

On the day of the committee meeting a police Taser was lost in Lambeth, south London, after an officer left it on the roof of his police car before driving off.

Singer's court date with Libertines star

A ROCK singer from Maidstone has been charged with drug offences alongside Libertines frontman Pete Doherty.

Pete Wolfe, 42, of Heath Road, Boughton Monchelsea, is accused of two counts of possession of cocaine and one count of supplying cocaine in connection with the death of the Goldsmith dynasty heiress Robin Whitehead.

Miss Whithead, 27, had been filming a documentary about the star and his friends when she died of a reported drugs overdose.

The musician, known as Wolfman, appeared at Thames Magistrates' Court, London, alongside Doherty and another man.

It is understood all three will deny the charges and the case was adjourned for a committal hearing on January 14. Wolfe is singer in the band Wolfman and the Side Effects.

THE Ramsgate Society has unveiled a blue plaque to mark the life of architect Mary Townley. The plaque is on Townley House, now JC Farley's Furnishers, in Chatham Street. In the 1700s, Townley was one of the first women architects, and trained under Sir Joshua Reynolds. The plaque was unveiled by society patron and renowned architect Sir Terry Farrell.

Highways shortlist

THREE companies have been shortlisted by Kent County Council for the contract to maintain its network of more than 5,000 miles of roads from September, next year.

They are Colas, Enterprise and May Gurney, and will take over from Ringway.

Cabinet member for highways Cllr Nick Chard, said: "We have had very helpful dialogue with the bidding companies. We will continue this [to find out] how they can help us to make Kent's roads the best in the country."

The new contract will be awarded in June, 2011, and run for up to 10 years.

Oil thieves leave their victims cold

THIEVES have stolen oil from domestic fuel tanks at three homes during the freezing weather conditions.

Police said the fuel tanks, in the gardens of homes in Goudhurst, Shoreham and, Eynsford, had been targeted during the last two weeks.

Crime reduction officer Eric Baldock said: "At this time of year no-one with oil-fired central heating wants to find their tank empty.

"Oil is a valuable commodity, so it might be prudent to give some thought to security. You might want to consider defensive planting of a few well-chosen shrubs and putting a lockable cage around the tank."

He added that the thefts are usually from tanks in rural locations.

Mums-to-be told to get swine flu jab

THE county's mothers-to-be have been urged to get the flu vaccine this winter to protect themselves and their babies.

Swine flu or the H1N1 virus is expected to be the main strain circulating this year, which is why the free NHS jab is being offered to pregnant women as well as over 65s, people with serious long-term health problems and front-line health and social care staff.

During the swine flu pandemic last year, pregnant women died in every country hit by the virus and they were at least five to six times more likely to end up in hospital with complications.

Declan O'Neill, director of public health improvement for NHS West Kent, said: "The impact of swine flu on pregnant women was so marked that being pregnant effectively puts women in the clinical at risk category even if they are perfectly healthy in every other way."

Fury over U-turn on knife crime penalty

Bereaved dad calls for mandatory jail sentences

By **MARIJKE COX**
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THE father of murdered Harry Potter actor, Robert Knox, has accused Government of letting down victims after the justice secretary made a controversial U-turn on its knife-crime pledge.

Furious Colin Knox said justice secretary Kenneth Clarke's admission that the Tory election promise for a mandatory jail term for knife carriers was not going ahead sent out the wrong message.

"The more I think about it, the more angry I become," he told KoS.

"They went into an election saying they felt strongly about the proposals, only to get into power and make a reversal – what message is that sending out to knife carriers? That it's OK to carry a knife?

"Victims are going to feel let down."

In the Conservative manifesto, the party said anyone convicted of a knife crime – including carrying a blade – could expect to face a prison sentence.

But Mr Clarke admitted this week that although anyone convicted of a serious knife crime would go to prison, he wasn't in favour of "absolute rules".

TRAGIC: Rob Knox (far right), with mother Sally and his brother Jamie, was fatally stabbed outside a nightclub in Sidcup

Mr Knox, from Greenhithe in Dartford, has been tirelessly campaigning for a mandatory six-month sentence for anyone found carrying a knife since his 18-year-old son was stabbed to death outside a nightclub in Sidcup on May 24, 2008.

The teenager appeared later that year as Marcus Belby in the blockbuster Harry Potter and the Half-Blood Prince, and had signed up to take part in the seventh instalment of the series, The Deathly Hallows, before his life was cut short.

After his death, it was discovered his killer Karl Bishop, 22, who will spend at least 20 years in prison, was already known to police as an "habitual knife-carrier" and had a previous conviction for a knife attack on two men.

Mr Knox said: "This change is most likely a fiscal issue, and pressure from the coalition, but if they are looking to save money, a mandatory sentence is the way to do it.

"This is preventative, to stop people carrying knives and preserve life. It will cut costs on the prison service and the health service."

Mr Knox met with then-prime minister Gordon Brown and former home secretary Alan Johnson when Labour were in power, but the 57-year-old said he was yet to have a meeting with the Coalition's top ministers.

"I will keep pushing to be heard. I've got to keep chipping away however I can to change policy," he said.

"Why should someone have the right to walk around with a knife in their back pocket?

"Most murders aren't planned. No-one sets out to murder anyone.

"If they don't have the knife on them it wouldn't happen. This is why the Government needs to be tougher on people carrying knives."

Mr Knox was commended, alongside his ex-wife Sally for his campaign against knife crime by Kent Police in September.

Motorists 'need to do their bit in bad weather'

By **MARIJKE COX**
marijke.cox@kosmedia.co.uk

DRIVERS need to equip their cars for severe weather conditions, rather than relying on authorities to clear every road.

That's the message from Kent County Council leader Cllr Paul Carter, who urged the public to do things the "Scandinavian way" and better prepare for snowy winters.

It comes a week after Kent was hit with heavy snow, causing chaos on the roads including long traffic jams on the M20 and the implementation of Operation Stack.

Despite gritters and snow ploughs working through the day and night to clear the roads, hundreds of motorists were unable to travel, and those who did were faced with treacherous conditions, leaving some stranded in their vehicles.

But Cllr Carter said it should not just be down to the council to keep Kent on the move.

He said it would cost £10m-£15m to buy equipment to improve the council's ability to clear the roads – money that would have to be taken from other budgets.

"Where would that get us?" he said on the BBC's Inside Out programme.

"Is this weather going to continue or could we be buying a lot of plant and machinery that is not going to be used for the next three, four or five years?

"Where is global warming going in the South East of England? Who knows? We don't know."

Cllr Carter said the public needed to ensure their cars were better equipped.

He said: "The whole of Scandinavia is covered in snow every winter, and we've got to learn from the Scandinavians if we're going to carry on having seriously snowy winters.

"They would have a spare set of wheels with snow tyres on and when the weather gets unpleasant they would put their snow wheels with snow tyres on.

"What the public can't expect is to have clear black tarmac on 5,000 miles of Kent roads.

"It's a sheer impossibility. No matter how much money you throw at it.

"I believe we've got to approach it from the other end and make sure our cars are better equipped to drive on snow."

Cllr Carter said he believed there was a greater improvement in the handling of the situation last week than last winter, but said the council could not do the "impossible".

TREACHEROUS: Drivers need to be better equipped for bad weather, says Cllr Paul Carter

Convicted in his victim's absence

A FOLKESTONE man has been convicted of common assault and criminal damage after an innovative court case when the victim could not attend in person.

Student Alex Morris, 19, formerly of Shorncliffe Road, was given 70 hours community service and told to pay £775 costs at Folkestone court.

The outcome was possible because officers at Dover got a statement from the victim, a young child, at the time of the initial report.

Other evidence was gathered to build a strong case which was pursued by the Crown Prosecution Service.

Det Insp Jon Holl said: "A statement from a victim of domestic abuse taken at the time of the report enables the CPS to pursue a case even if the victim decides later not to support the prosecution."

"My father had a stroke recently. Whitehead Monckton helped me sell his home so he could move in to a care home and sort out payment of his care costs with minimal fuss. They also made sure his finances are now protected for his ongoing benefit."

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Potholes warning

MOTORISTS are warned to brace themselves for the "worst ever pothole season", say experts.

Road maintenance campaign website Potholes.co.uk said it estimated that last winter British motorists paid out £320m in repairs for everything from wheels and tyres to suspension failure.

"That figure could pail into insignificance," warns Duncan McClure Fisher of Warranty Direct, which runs the site.

"The roads are going to deteriorate incredibly quickly over the coming months. Given the severity and earlier than normal arrival of harsh wintry conditions, everything is pointing towards a miserable period for motorists."

MP backs fees Bill

TORY MP Rehman Chishti has backed controversial changes to university tuition fees.

The Gillingham and Rainham MP spoke during Thursday's Common's debate as politicians discussed Government's plans to raise tuition fees to a maximum of £9,000 a year.

Mr Chishti said proposals to increase the payback threshold from £15,000 to £21,000 "could only be a good thing".

He also said it was important for students to gain good GCSEs and A-levels with help from pupil premium for poorer school children so everyone had a chance to go to university."

Care home rally

CAMPAIGNERS against the closure of a number of council-run care homes for the elderly will demonstrate outside County Hall on Thursday.

The rally, organised by the Kent local government branch of Unison, will start at 1pm and be followed by the presentation of a petition.

KCC has earmarked four care homes for closure and also plans to redevelop or sell a further seven. The council is due to make a final decision on the proposals next month.

Midwife's DVD aims to 'sex up' breastfeeding

By **JENNA PUDELEK**
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A MIDWIFE is planning to launch a DVD that "glamorises" breastfeeding in a bid to get the Government to sit up and listen to her campaign.

Virginia Howes, an independent midwife working across the county for the Kent Midwifery Practice, said she wants breastfeeding to be seen as the "normal" way to feed babies and lose any association with being "elitist or hippy".

Filming was set to begin on the DVD last Saturday at Fernhurst House in Sevenoaks, but had to be cancelled due to the snow.

However, Miss Howes was undeterred and said the Christmas theme would be swapped for a spring one and a new script and concept would be ready for April.

"Breastfeeding needs to be normalised," she said. "In order to make people sit up and take notice, I want to glamorise it.

"The DVD will be sassy and funny, very tongue in cheek... showing it can be normal for a young, trendy woman and not just something that is elitist or hippy."

Miss Howes said the film will feature six main "sexy and sassy" breastfeeding mothers as well as up to 100 other women who want to take part and have contacted her via the social networking site Facebook.

The Government has said that it wants to see more women breastfeeding their babies. Andrew Lansley, the health secretary, said workplaces should offer mothers private rooms where they can breastfeed or express milk, when he launched the Coalition's public health white paper last month.

But Miss Howes believes more needs to be done to improve the UK's low rates of breastfeeding and boost children's health.

So far, Miss Howes has funded the project out of her own pocket and intends to use social networking sites such as Facebook and online video site YouTube to promote the DVD. But she is hoping decision makers will take note and that the Government will commission her to produce more.

"We believe seeing happy, smiling, formula-fed babies on TV advertising should be banned," she said. "There is a need for a strong breastfeeding campaign, as was seen with the anti-smoking and seatbelt drive. Breastfeeding is a public health issue."

She said the National Childbirth Trust was behind her project and would be putting the film on its website.

"I want as many people as possible to see the demo so we can go to the Government and say this is what we want to see more of – breastfeeding and not formula," she said.

Miss Howes shared her views on breastfeeding, adding: "When people say 'breast is best' it makes it seem like an elitist thing.

"You cannot always do the best, so you settle for what is okay, which is why women think it is okay to use formula. But you are taking risks with your child's health."

BREASTFEEDING: Not just for the hippies

Crime does pay as police benefit from criminals' millions

By CHRIS MURPHY
editorial@kosmedia.co.uk

POLICE have seized more than £6.2 million cash in 449 separate searches since April, 2008.

More than half the money was grabbed at the county's ports from people suspected of money-laundering, including at the Port of Dover – the busiest in Europe – and the Channel Tunnel in Folkestone.

Two particularly high-value seizures – for £1.4m and £681,000 – account for a third of the massive haul.

Det Insp Charlie Stokes said: "Criminals will often go to a great deal of trouble and elaborate lengths to conceal the proceeds of their crimes.

"We've found money in a washing machine, golf clubs and sewn into cushions.

"Officers will often be given implausible explanations as to why large sums of cash are being carried around, such as telling police they found £1.4m by the roadside behind a bush, but we are one step ahead of those who try to break the law and my message to them is that we will catch them."

Some £1.4m of the total haul was found in boxes in a van leaving the country from Dover in July, 2009 – believed to be the largest amount ever seized at a British port.

The man caught with the cash, 39-year-old Nabil Zekari, was later jailed for four-and-a-half years.

And in March last year £681,000 was found in a washing machine also leaving the country from Dover.

El Hassan Bouhafna, 45, and Karim Bernia, 39, both from London, pleaded guilty at the Old Bailey to money-laundering and were jailed for 21 months and for four-and-a-half years respectively.

The money was the profit from a cannabis racket and destined for Morocco.

DI Stokes revealed that Kent Police receives half the money seized, while the remainder is handed over to the Home Office.

He added: "When people carry large sums of cash it's usually indicative of illegal activity such as money-laundering or drug-trafficking.

"Anyone carrying more than £1,000 in cash when they arrive in or leave the country faces having it seized unless they can show they have the money for lawful purposes.

"Officers seize cash coming into and leaving the country virtually every day.

"They use their knowledge, based on years of experience, tip-offs and cash dogs to locate money."

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Henry III's fines of the month go online

ANCIENT documents detailing money and favours owed to King Henry III have been resurrected to provide a glimpse into 13th century society, ***writes Marijke Cox***.

The rolls, which were written to record fines during the monarch's 1216-72 reign, include material about the taxation of towns and the seizure of land. They have been translated from Latin into English and encoded electronically, with search indexes so the public can view them online.

The three-year project, by academics at Canterbury Christ Church University, King's College London and the National Archives, was funded with a £1 million grant from the Arts and Humanities Research Council. Entitled From Magna Carta to the Parliamentary State: The Fine Rolls of King Henry 1216-1272, the work aims to enhance understanding of 13th century politics.

Henry III

Dr Louise Wilkinson, a senior lecturer in medieval history at Christ Church, helped co-ordinate the project.

She said: "One of the most rewarding things about working on this is the way in which it has not only greatly enriched our understanding of 13th century politics and society, but also yielded valuable information for communities interested in uncovering information about their past."

The Fine Rolls of Henry III, which are preserved in the National Archives at Kew, are written in Latin on parchment with one for every year of his 56-year reign. Some contain 35,000 words and measure up to three metres in length. In total, the rolls contain two million words in 40,000 separate entries.

The website allows users to look through digitalised images of the rolls and zoom in on particular entries.

Project leader David Carpenter, professor of medieval history at King's College London, said: "The project is a perfect example of a collaborative enterprise that develops and exploits technology to open up a historical source to a wide community of users."

Prof Carpenter said one element of the website is the Fine of the Month feature, which shows comments on discoveries in the rolls by communities about where they live.

"Fine of the Month has been about places across the country and has furthered the impact of the project," he said. "They deal with the development of general taxation and the emergence of the parliamentary state."

A Fine of the Month for November showed a new explanation of Archbishop Langton's role in creating the Magna Carta.

Others look at the persecution of the Jews, peasant uprisings and the position of women after the Magna Carta. To see the rolls, go to www.finerollshenry3.org.uk.

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Horses for 2012 courses

THIS stunning image of historic Hever Castle is being used to promote Kent during the year of the London Olympics.

The former home of Anne Boleyn – the second of King Henry VIII's six wives – forms part of a tourism campaign by Visit Britain to attract people from across the world in 2012.

The photograph also features former Maidstone Grammar pupil Karla Knapp, 29, riding her Danish warmblood horse, Mouse.

Visit Kent chief executive Sandra Matthews-Marsh said: "This photograph says it all – a beautiful Kent white horse and rider alongside one of our fabulous castles in outstanding scenery.

"I am confident this image of Kent will not only promote our county during 2012 but contribute to a much longer lasting legacy raising awareness of Kent as a great destination across the world."

Hever Castle, which was built in the 13th century, is near Edenbridge, Sevenoaks.

ERASURE are the latest big name to confirm a summer show at Bedgebury Pinetum next year. The pop duo, who enjoyed a string of hits in the 1980s and 90s, will perform during their Total Pop! tour.

The dates form part of the Forestry Commission Live Music shows which last week saw Simple Minds confirmed. The Total Pop! tour marks Erasure's return to performance after four years. Singer Andy Bell said: "We're excited to be playing in the woods and really hope it doesn't rain."

They perform at Bedgebury on Saturday, June 11. Tickets cost £34.50 (subject to booking fee) and are available from the box office on 03000 680400. For more details, click on www.forestry.gov.uk/music.

A SAFETY alert has been issued after a fire was sparked by a pensioner trying to keep warm during the wintry weather.

Emergency crews were called to Queenborough, on the Isle of Sheppey, on Friday, December 3, at 10pm after a woman in her 90s placed a leaking hot-water bottle on an electric blanket, causing a mattress to catch alight. The blaze was quickly dealt with and the woman unharmed.

A fire service official said: "With the cold weather we've seen many people – in particular the elderly – turning to additional heat sources. But as well as heat they bring risk. If you have elderly or vulnerable neighbours or relatives, check on them to ensure they are warm, safe and well."

Five years is too long to wait for super-fast broadband

SUPER-fast broadband needs to be arrive earlier than the Government's five-year deadline if it is to help the economic recovery, ***writes Steve Knight.***

That is the view of former Sittingbourne and Sheppey MP Derek Wyatt, who is the founder of the new Internet Policy Institute think tank and was once voted one of the top 100 internet visionaries in the world.

Mr Wyatt was responding to an announcement by culture secretary Jeremy Hunt on Monday that every community in the UK will gain access to super-fast broadband by 2015 – three years later than the previous Labour government proposed.

"I think pushing it out to five years is too much," he said. "We have to have fast broadband speeds for the economy to stay as it is, so if we want to recover from the recession then we need them to be even faster.

"We need to spend as fast as we can to extend the service because we risk being left behind if we don't."

The Government hopes private-sector companies such as BT and Virgin Media will fund faster broadband to two-thirds of the UK while other, mainly rural areas will receive a share of £830 million public funds to build 'digital hubs' with fibre-optic internet connections. However, Mr Wyatt said it may make more financial sense for rural pubs, shops or post offices to host wireless broadband services which can then be linked to nearby homes and businesses.

Since 2002, Kent County Council has provided grants to communities throughout the county that suffer from poor broadband connectivity or none at all.

For example, last July villagers in Iwade benefited from a £13,000 grant to pay for the extension of fibre from a telephone exchange in nearby Sittingbourne.

"You have to look at every community separately," said Cllr Roger Gough, cabinet member for corporate support services.

"The Government is on the right track and foresees an important role for local authorities because we know the areas well and we know it's not quite one size fits all."

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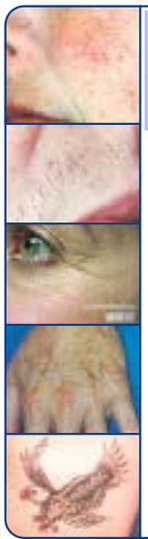

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Justice is being done for our lifesavers

By **MARIJKE COX**
marijke.cox@kosmedia.co.uk

THREATENED with knives, verbally abused or spat at by drunken thugs – these are just some of the risks faced by ambulance crews on a typical week at work.

But despite shocking figures showing 113 attacks between April, 2009, and March, 2010 – an average of two a week – staff at South East Coast Ambulance Service NHS Trust (SECAmb) are celebrating after the number of successful prosecutions increased for a third year running, to 37.

Although the figure is low, the trust says it shows the efforts made to tackle violence against workers in the region, which covers Kent, Surrey and Sussex.

David Dixon, SECAmb's local security management specialist, said he was pleased to see a rise in prosecutions.

"We will continue to raise awareness and advise our staff that they don't have to accept violent or abusive behaviour," he said.

In Snodland, near Medway, a patient was given a community order of 80 hours' unpaid work and ordered to pay court costs after head-butting and kicking one of the ambulance crew in July, 2009.

A man was also given a nine-month community order and made to pay court fees and compensation after threatening a member of staff with a knife when they responded to his 999 call in Margate, in August, 2009.

A drunk patient was cautioned for common assault after verbally abusing and spitting in the face of a crew member in Dartford last April.

And last September an intoxicated patient was given a 12-month conditional discharge and made to pay court costs and compensation after assaulting one of the crew with a knife at an address in Dartford.

Mr Dixon said: "Where possible, we will always work with the police and Crown Prosecution Service to achieve the highest possible sanctions against these individuals and will also, where necessary, explore alternative measures available to us, such as private prosecutions, civil action, and Asbos which can be taken against those who threaten staff."

SUCCESS: Thirty seven people have been prosecuted for assaulting ambulance staff

He said more staff were coming forward to report incidents rather than accept them as part of their jobs.

"While one incident is an incident too many, an unusually low number of incidents could be because of a low reporting culture and a lack of faith by staff in an organisation doing everything possible to achieve sanctions against individuals," he said.

In 2007-08 there were 16 successful prosecutions and in 2008-09 there were 35.

This year, for the first time, total abuse figures collated by the NHS security management service for the South East separated assaults into those which involved medical factors – 32 – and those which did not – 81.

SECAmb has been working to stop abuse of NHS staff and supports a number of campaigns to reduce violence, including Your Choice of Treatment.

The campaign's posters are carried on a number of the Trust's frontline vehicles to warn people that if they assault NHS workers they face prosecution or prison.

SECAmb chief executive Paul Sutton said: "Ambulance staff deserve to be able to serve their communities in safety. We want to ensure our staff are able to provide the care they need to, and that patients receive this in a safe and secure environment."

One drop of blood helps babies get the treatment they need

SCIENTISTS dedicated to tackling killer diseases from the first days of a baby's life have stepped out from behind the microscope.

Every year thousands of newborn babies in Kent are tested for illnesses such as cystic fibrosis and sickle cell disorders, with experts at GSTS Pathology's 'newborn bloodspot screening' team to thank for recognising the early symptoms and ensuring the necessary treatment is available.

And last month the scientists in question met with mothers whose minds would have been put at rest by their work.

"We screen about 60,000 babies a year in Kent, Sussex and south-east London," said director of newborn screening Fiona Carragher, whose team is based at St Thomas' Hospital in Westminster.

"Pathology can be thought of as a back-room service so we wanted to show people what science is doing to help the community. We are quite a big population in the NHS but we tend to be in the lab a lot so people don't see us out in the wards. However we play a vital part in healthcare.

"I've had children and it's reassuring to know a small amount of blood can make a massive difference."

Parents of every UK baby are offered a blood screening test within about five days of their child being born, with the current take-up rate standing at more than 99 per cent.

The GSTS unit is one of 13 in the country and the samples sent there are analysed for five different conditions – cystic fibrosis, sickle cell disorders, phenylkentonuria (PKU), congenital hyperthyroidism (CHT) and medium chain acyl coenzyme A dehydrogenase deficiency (MCADD).

In the past year 175 samples tested positive for at least one illness, equating to one in 333 babies having potentially life-saving treatment.

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ARCHANT KOS Media has teamed up with Timereel Studios to give 15 readers the chance to win two special nostalgic DVDs about our region: Kent Past and Kent at War.

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Kent Past shows how Kent has always been the Garden of England, charting life as it once was.

From being known as a rural, seafaring county at the end of the Great War in 1918, to holidaymakers flocking in by steam train during the 1920s and the Dover miners' strike of 1960, the documentary shows how Kent underwent massive and rapid change over the course of the 20th century. Kent at War explores what life was like in our frontline county during World War Two.

Nazi long-range guns in France could hit Dover – known as Hellfire Corner – and shipping in the Channel, meaning Kent was quite literally on the frontline.

For your chance to be one of the 15 lucky winners, answer this simple question: What style of film are Timereel DVDs produced in?

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Timereel Studios is a company with more than 60 titles in its collection, all created using original archive material.

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County's adult social care is 'excellent'

ADULT social services in Kent are "performing well" according to a new report by the Care Quality Commission.

By **STEVE KNIGHT**
steve.knight@kosmedia.co.uk

The county council was rated as "excellent" in the categories of economic wellbeing, improving quality of life and making a positive contribution, and also scored highly in other areas.

It spells better news for an authority left reeling from the revelation last month that parts of its children's social services department were "inadequate" – the finding of a two-week Ofsted inspection.

"We have been making demanding challenges of adult social services in the last year," said cabinet member for adult social services, Cllr Graham Gibbens.

"It has had to make sure it works in a highly efficient way to save money, while also providing quality help, support, guidance and information for all those who have a social care need – and for carers as well.

"This assessment shows what an excellent job is being done. The hard work will continue – especially in those areas where we can make further improvements – to be as effective and efficient as we can be."

The role of adult social services is to provide services and support for the elderly, people with learning disabilities, those with a physical or sensory disability, and those with mental health needs.

But the department has been on the receiving end of heavy criticism in recent months due to its proposals to either close, rebuild or sell care homes for the elderly.

A four-month consultation period ended on November 1 with the final decision due to be made next month.

In the meantime the council is celebrating the findings of the CQC report, which also highlights particular strengths in protecting vulnerable adults from harm, supporting carers and more.

Areas for improvement include the need for better feedback from users, and to reach the target of 30 per cent of eligible people receiving personal care budgets by April, next year.

Adult social services managing director Oliver Mills said: "We are all in this work to give Kent people the very best possible support when they need it, and the assessment shows we have done this well.

"It shows we are effective in the way we meet people's needs, but the areas we will be concentrating on in the action plan also show there is no room for complacency.

"Our continued effort and our expertise will help us to make improvements."

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Advertisement feature

Down with Damp

Holland Damp Proofing dries out your home and is guaranteed to work

By KATIE HOLDEN

BRITAIN has taken a bit of a battering lately with snow and freezing temperatures shutting schools and disrupting transport.

But bad weather doesn't just make life difficult for us all, it can have a devastating effect on your home, too – in the form of damp.

Damp is a creeping menace that affects thousands of homes across Kent. It rots woodwork and carpets, peels wallpaper and causes fungus and mould growth on walls.

During the cold winter months it can wreak havoc in your home – and on your health. Treating your property for damp now will help to keep you warm and dry at this time of year.

You could also save money because dry walls are better insulators, and a damp free home will feel more comfortable.

It is important to tackle the problem because ignoring damp can store up serious problems and pose potential health risks – especially if you have a medical condition such as asthma or rheumatism.

For years, people have tried to solve damp problems by applying waterproof coatings or injecting walls with chemical solutions.

This can involve contractors coming into your home and drilling into brickwork to pump chemicals into the walls – hacking off and replacing plaster inside.

The work can be messy, intrusive and your home will need redecorating once it's been done.

And, despite all this upheaval, there's no guarantee that it will work in the long term. Chemical barriers tend to break down over time and, once this happens, that damp will be back.

Holland Damp Proofing is a breath of fresh air that can permanently rid your home of the scourge of damp.

EXPERT OPINION: Evert de Graaf with one of the damp-regulating bricks that have already been installed in thousands of UK homes.

The idea is simple: draw out the moisture and the damp will disappear! The Holland Damp Proof System® involves a series of small damp-regulating bricks which neatly fit into specially prepared niches in the external walls of your home, close to the ground.

These cleverly allow air to flow into the brick chambers and out again – circulating airflow through the inside of the wall which evaporates the moisture, drying out the wall and allowing it to breathe.

Holland's no-chemicals system is mess-free and as the work is completed from the outside there is no need to replaster.

No chemicals, no mess and no replastering – your property dries out… and stays dry for good.

It can be used on most types of wall (including stone) and combines perfectly with cavity wall insulation.

The company prides itself on its high standards of customer service, HDP staff handle all aspects of the business and they don't use commission based sales people.

With thousands of satisfied customers Holland Damp Proofing is the leading non-chemical damp proofing company in the UK (they don't trade under any other name).

10 years damp free!

Arthur Kendall

ARTHUR KENDALL wasn't prepared to put up with mess and disruption when he looked into having a damp proof course fitted. So he contacted Holland Damp Proofing, whose method of installation is mess-free, eco-friendly and is guaranteed for 20 years. Within a day the company's engineers had fitted a damp proof course.

The work took place 10 years ago and the damp hasn't returned. "It's not a problem anymore," says great-grandfather Arthur, 82.

"I must have been one of the first of Holland's customers and they did a great job. They got rid of my damp problem and it didn't come back. That's a good enough recommendation for me."

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Holiday retreat trend adding to pressure on the housing market

By MARIJKE COX
marijke.cox@kosmedia.co.uk

KENT is becoming a haven for second-home buyers, fuelling fears that residents could be driven out by increasing house prices.

Thanet, Swale and Dover are among the top 10 areas in the South East with the highest percentage of holiday retreats.

Dover, and Tonbridge and Malling, have seen the highest increases in the last six years as people opt for rural or coastal properties outside the city.

But despite the trend bringing money to the local property market, housing experts have warned the influx could have a damaging impact on communities.

Warren Finney, regional manager for the National Housing Federation (NHF), said when the number of holiday homes increases, house prices are pushed up and local people – unable to afford the rising costs – are pushed out.

Community

"As families on moderate incomes and young people end up being priced out of their area, community life suffers with village shops, schools and pubs closing down," he said.

An NHF report, Home Truths, found that in Swale almost four per cent of all homes are second homes, in Dover 2.5 per cent, and Thanet just over two per cent.

Only Chichester, in West Sussex, with 5.22 per cent, and the Isle of Wight, with 5.12 per cent, had a higher percentage of second homes than Swale.

Mr Finney said: "The South East as a whole has seen a huge increase in the number of second homes in recent years.

"In Kent, Tonbridge and Malling, and Dover, have seen the largest increases between 2004 and 2009.

"When holiday homes begin to take over they can have a very damaging impact on communities, pushing up house prices and pushing out local people who can't afford to live there. Unless we build more affordable homes for local people, they will continue to be priced out and the countryside will increasingly become a place for the well-off to enjoy at weekends."

Mr Finney said to ensure the right number of homes are built, local authorities need to develop an understanding of the extent of the housing need in their area and come up with action plans to deliver affordable homes, which should be updated every three years.

"Ashford council and Tunbridge Wells council are acting as trailblazers in this respect, having highlighted their commitment to rural communities through signing up to the federation's three-point rural housing action plan," he added.

The average house price in Swale is £171,573, in Thanet £165,329 and Dover £178,050.

In the South East, house prices have increased three times faster than incomes over the past 10 years, and in 2009 the average cost to buy a property was about 11 times higher than the regional income of £22,656. In rural areas it was 12 times more.

The NHF said buyers looking to buy second home retreats out of the city are targeting places in the South East rather than the traditional and expensive hotspots of Cornwall, Devon and north Norfolk.

The organisation has suggested that a portion of council tax collected from second homes should go back to local communities through a fund for affordable housing.

News and sport updated daily online
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THE 107th Bishop of Rochester is being inaugurated this weekend. The Rt Rev James Henry Langstaff was due to be welcomed with a service of celebration at Rochester Cathedral on Saturday.

He takes over from Dr Michael Nazir-Ali, who retired last year. The diocese represents about 1.2 million people living in a region that Bexley, Bromley, Medway, Gravesham, Dartford and most of west Kent.

A THANET man will appear in court on Monday charged with the attempted murder of his estranged wife. Gary Peterson, 39, from Margate, is accused of stabbing his former partner in Westgate-on-Sea, on Tuesday, November 23. He is on remand and will appear at Maidstone Crown Court. His victim is recovering from her injuries.

Consultation row

A COUNCIL leader has been attacked for questioning the worth of public consultation.

Thanet council's Bob Bayford (Con) made the remarks while discussing Margate seafront at a joint transportation meeting.

He said: "It's ridiculous. People in Thanet don't know the meaning of congestion. They don't know they're born. We consult to death.

"I don't see why you should have to consult that widely. If you need to consult, boil it down to the key points because it rambles on and I can't see the point. Experts have already worked out the major points. We bend over backwards to ask everyone what they think.

"The Government promised to cut down on public consultation. Decisions should be left to elected members."

Labour's Cllr Peter Campbell said: "I was astounded by his comments and the attitude towards the people of Thanet they reveal."

Refurbished homes lifeline to be a bonus for councils

EMPTY properties could become a lifeline for cash-strapped councils after Whitehall announced plans to include them in the money-for-new-houses scheme

Under proposals published for consultation, town halls could see a massive cash bonus where Government would match the additional council tax raised by every new property for the next six years.

It would also top up council funding with £350 per home during that time.

If plans go ahead, the New Homes Bonus – which was originally intended for new houses built as a way of increasing development – would include refurbished older properties made available for accommodation.

On the five-year anniversary of Kent's No Use Empty project, David Ireland, chief executive of the Empty Homes Agency, welcomed the move and said it was illogical not to include long-term empty properties in the bonus scheme.

"It makes sense. There are aspirations for thousands more houses and it should be that empty properties count towards that," he said. "Government is giving direct funding to bring empty properties back into use and secondly it is going to include long-term empty properties in the New Homes Bonus scheme which shows investment in communities."

The pioneering No Use Empty project, originally set up in 2005 by the county council and now run by Kent's 12 district and borough authorities, smashed its targets with one in six properties across the county being salvaged.

Since it was launched, 1,266 long-term – at least six months – empty buildings have been turned into homes.

Across Kent there are 9,000 empty properties falling into disrepair, denying people much-needed homes and affecting communities by attracting vandalism, squatters and antisocial behaviour.

No Use Empty invites property owners to get help and advice as well as providing a loan to help them finance refurbishments and make properties habitable again.

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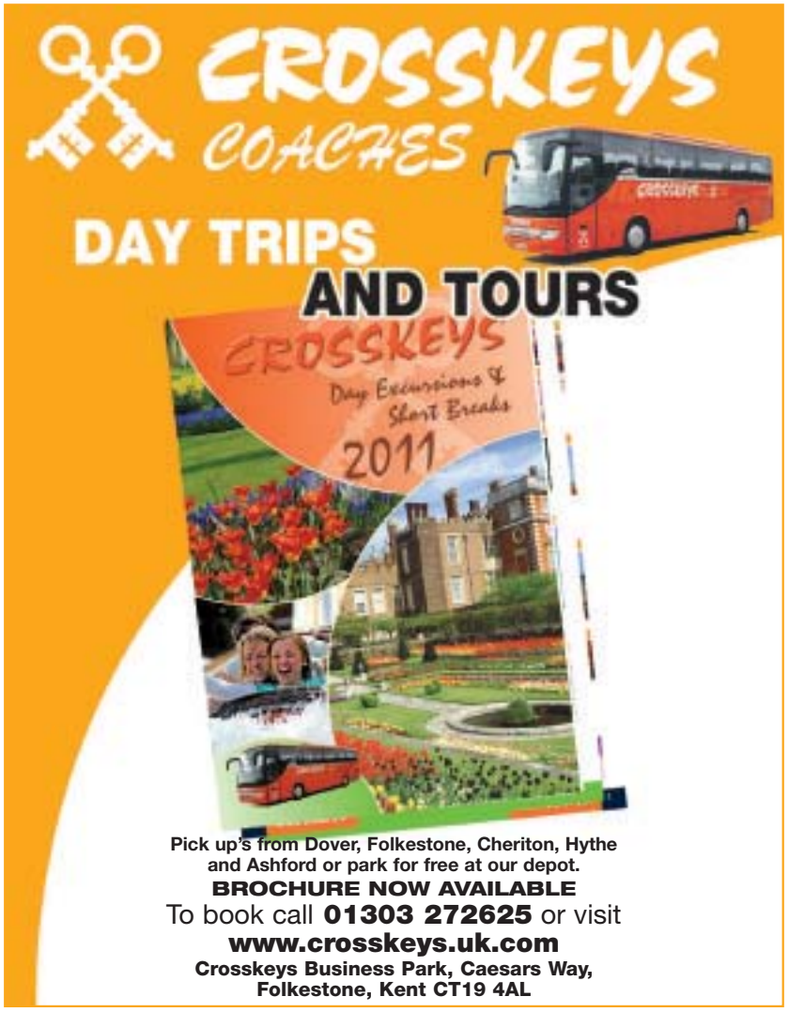

Tales of horror revealed by relatives of elderly NHS patients

'The look of fear in her face will stay with me'

By **MARIJKE COX**

A HOSPITAL trust is under fire after shocking accounts of poor care of the elderly were uncovered by a patients' lobby group.

The Patients Association revealed 17 cases where relatives were unhappy with the treatment of their sick loved ones, with complaints of alleged neglect and a lack of basic care.

Two of the accounts focused on the Princess Royal University Hospital in Orpington, where families criticised the NHS for the way it dealt with elderly people.

Lisa Cumbers, daughter of Joan Hilleard, from Sevenoaks, spoke to the Patients Association about the way her mother was treated after she had a stroke in July, 2009.

"I was horrified at her deterioration as it seemed that she was starving to death," she said. "When I visited my mother there were often yoghurt pots or juice containers with the foil lids still on. If I had not come in that's how they would have remained.

"Taking into consideration that my mother was paralysed in the right arm I think this was cruel and unacceptable."

Mrs Cumbers said after speaking to a consultant about her mother he told her that if Mrs Hilleard wanted to starve to death then it was up to her.

She also claims to have been treated insensitively after her mother's death, where belongings were screwed up in a bag with juice cartons, and she was not offered the opportunity to see her mother's body.

NEGLECTED: The Patients Association has revealed shocking stories about treatment of the elderly

"I hope other relatives and carers are not put through the same experience," said Mrs Cumbers. "My mother did not deserve this and the memory of the look of fear in her face will remain with me for the rest of my life."

Another case highlighted by the Patients Association was of Albert Battey, who died in the Princess Royal University Hospital in November, 2009, aged 85, after receiving treatment for heart related issues, prostate cancer and acute kidney failure.

His daughter Ann Frost complained about the management of her father's condition, the careless way staff handled him despite his skin being fragile due to steroid drugs, and bandages on his wounds not being changed.

She also claimed her father was not helped when needing toilet facilities.

Mrs Frost said: "I remember going to see dad on one occasion and he said he needed to pass water. I was present when he asked, he was just told 'don't worry about it' which meant he had no choice but to wet the bed."

She added: "Patients are not about targets and ticking boxes they are living, breathing human beings who suffer pain and fear like the rest of us and in the 21st century no-one should suffer poor treatment in hospital or anywhere else, especially if they are obviously nearing the end of their lives."

The accounts were recorded by the Patients Association and form the charity's Listen to Patients, Speak up for a Change report.

Chief executive of the charity, Katherine Murphy, said it was clear from these accounts that too many patients were being let down.

"Surely the essentials of nursing care are what every patient deserves and should get?" she said. "It's a scandal and it's outrageous that it has been persisting for years. Families are left with a life sentence of grief, with no lessons learnt and the failings continuing.

"The people who wrote these stories were not asking for the Earth. They just wanted their relatives to be cared for, to have their basic needs met, for staff to show their loved ones kindness and compassion."

The South London Healthcare Trust, which oversees the Orpington hospital, failed to respond to the Patients Association report.

The Trust also failed to respond when given the opportunity to comment by KoS.

PC braves the snow to help save sick baby

A POLICE officer risked deep snowdrifts and a steep, icy hill to reach a child in Dungeness who was struggling to breathe.

PC Ian Clark, normally based at Folkestone police station but working out of Lydd because of the weather, was the first on the scene on Thursday last week during the worst of the snowfall, after getting the call at about 2.40pm.

RESPONDER: PC Ian Clark

He was able to treat the 13-month-old infant until an ambulance arrived, when the child was taken to hospital and is now safe and well.

PC Clark, who is also a volunteer community responder for Romney Marsh with the South East Coast Ambulance Service, said: "I'm team leader for our area, so knowing what the marsh is like for ambulance cover and the bad weather, I asked my management if I could book some time with the ambulance while on duty with the police.

"Then we got this call to Dungeness – the weather was bad and we had to walk over the hill to the house. It was just too bad to drive up and over in a normal car."

The volunteers they are trained in basic life support.

He said: "The 13-month-old was on the settee and breathing very fast, almost like a dog panting. We tried to provide oxygen therapy for the infant until the ambulance crew arrived and just basically keep mum and patient calm and did what we could."

Paramedic Clive Goddard then arrived driving the ambulance to take the child to the William Harvey Hospital in Ashford, where it has since made a full recovery.

PC Clark, who lives in Lydd, said: "In February we had similar conditions and I dealt with calls, but this was the first time I've done so while on duty with the police.

"Community responders work on the basis of being within 10-minutes of your home address so you can get to local calls."

PLANS are under way for a fund-raising concert for the proposed Sir Norman Wisdom statue that fans want to put up in Deal high street.

Jez Anderson, the man behind the plan, says he has been overwhelmed by the level of support.

About 1,000 people are members of the internet site promoting the statue and more than 600 have signed a petition in favour of it.

Mr Anderson is now in discussion with Sir Norman's agent, Johnny Man, about the fund-raising show, with the Astor Theatre a possible venue.

"He represents people like Max Bygraves and the country's leading Norman Wisdom impersonator," said Mr Anderson, who runs Play It in King Street.

The comedy star was brought up in a Deal children's home and had a lifelong affection for the town, backing local good causes.

Museum to stay

THE fight to save Canterbury's Roman Museum has been won.

Canterbury council sparked outrage last year when it said three of the city's museums, including the Roman Museum in Butchery Lane, would have to close as part of a round of budget cuts. But the museum is now safe thanks to better promotion and new ideas from supporters in the district.

And thanks to a summer marketing campaign, visitors to the Roman Museum went up by over 20 per cent.

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LETTER OF THE WEEK

Exhibits are of global appeal

As a KCC volunteer researching the history of the Canterbury library housed in the Beaney Institute, I'm always attracted to any article that mentions the Beaney. So it was, that I spotted Steve Knight's piece for the week ending December 5.

Well done to our museum chiefs for hitting back at art critic Brian Sewell for slating our Beaney Art Gallery. What a pity Sewell didn't do his homework thoroughly. Then he would have known that:

• The Beaney is currently being conserved and extended to give more space for both its art gallery and library.

• The gallery, showing examples of our world famous local artist T Sidney Cooper's paintings, was just one of the Beaney's six galleries.

• Cooper holds the record for exhibiting the most pictures (266) at the Royal Academy.

As someone interested in local history I cannot agree with his sceptical opinion 'about local galleries having a local focus'. I learned much about my new home in Canterbury from the many local items exhibited in the Beaney, and I look forward to visiting the redeveloped premises.

Alan Barber
Bridge, Canterbury

OPINION: CROSS ABOUT CROSSING

Gravesham council leader **MIKE SNELLING** says the Lower Thames Crossing is a flawed, costly and damaging concept that would devastate his borough

FEW people, if anyone at all, would dispute the need for another Thames crossing to avoid a future of fumes and fuming at a jammed Dartford tunnel and Queen Elizabeth II bridge.

So it is right that the Department of Transport should be studying, yet again, what has become known as the Lower Thames Crossing. And it is understandable that Kent and Essex county councils are keen to be involved.

In Gravesham, we have never denied there is a problem of capacity at Dartford, but are utterly against a proposal which could sacrifice this borough's rural areas so needlessly.

Although understanding and respecting the concerns of my Dartford council colleagues, it can clearly be argued that the most logical thing to do is increase capacity at the existing crossings, although as it stands there would be air quality issues of yet more traffic concentrated in one area. But these could be overcome by getting rid of the toll booths. Pragmatically, in this new financial world, the charges will stay.

Not only would this be far cheaper than what is being proposed, it would yield results far sooner.

It makes no sense – and we have seen no evidence to the contrary – to have a hugely expensive crossing and a vast swathe of new motorway across Gravesham's countryside. Countryside, it has to be said, which is cited as being of major scientific, landscape and wildlife interest.

Kent and Essex county councils have commissioned a technical study of the possible options for either a tunnel or a bridge and that study tends to plump for a crossing east of Gravesend, across the marshes and just to the west of Shorne Woods Country Park where it would join the A2.

The original ambition was to link the other side to the M11 but this is no longer specified in the proposals, leading to the concern that if it is not to be the M11, why Gravesend? Or are the costs just too frightening? Or are we in danger of creating the Road to Nowhere? Instead the report concentrates on its preferred option with a capital cost of building a bridge set at a little over a billion pounds and a tunnel a further quarter of a billion – £1,280 million.

You can add to that any new road costs which could easily double or triple the price tag.

But if the financial uncertainty of this option was not sufficient argument to defeat the case, surely that is trumped by the overriding concerns of the environmental impact such a crossing and its attendant highways would have on the countryside and the villages east of Gravesend.

The report rejects Dartford as a possibility but doesn't give any reasons. Because of wildlife considerations alone the first step in any proposal would be to justify why no other route is feasible.

The map which was, briefly, published by Kent County Council showed a broad, dotted red line which appeared to cut Chalk church from its parish, ploughed on through the fields to the A2 and in its wake drove a coach and horses through wetland habitats of international importance.

We have suffered in north Kent from some extraordinarily nonsensical proposals from the outside world – from the Cliffe airport scheme successfully opposed by Medway Council with Gravesham's support, to the Boris Island estuary airport scheme, which was stillborn yet refuses to lie down.

To a large extent this reflects the paradox of 'localism' where there are strategic authorities pursuing strategic objectives, and boroughs like Gravesham where my clear duty as leader is to protect the residents who elected me.

Thus opposition to those projects – and to this – has been across the political divide and is certain to remain so. With the imminent publication of the localism bill, we should be querying what localism actually means and amounts to.

We at Gravesham will ensure local views are not ignored and shall continue to press our case all the way along every avenue open to us.

We are implacably opposed to any scheme which threatens to destroy historic rural areas for reasons which are at best flawed and at worst unaffordable and unnecessary.

KOS media COMMENT

Future not so bright for schools after all

BUILDING Schools for the Future always seemed too good to be true and as Kent County Council leader Paul Carter said, perhaps a little extravagant.

But for parents and staff, the prospect of having brand-new facilities overshadowed doubts that refurbishing every secondary school in the country might not be feasible.

And for those schools in desperate need of repairs, it seemed only right that the Government should help bring facilities up to 21st century standards.

But with the true extent of financial pressures being realised and deep cuts being announced, the £55 billion Building Schools for the Future project was never going to continue, even though it was a worthy scheme.

But it was unfair to cancel the projects for those schools that were in advanced stages of the programme.

It meant years of wasted time and money drawing up plans only for them to be snatched away just months before they were carried out.

Not only has this left schools feeling let down and with buildings falling to bits, but Kent County Council is faced with a massive bill paying aborted fees to contractors.

It's not the taxpayers' fault the scheme was scrapped, so residents should not have to fork out towards a £10 million bill ultimately caused by Government.

The county has already had to accept that secondary schools will not be refurbished, so to burden people with this bill would be another kick in the teeth.

Kent sign language deserves a big hand

WITH the range of different accents in the south of England it's good to hear Kent has its own version of sign language, too.

But unfortunately the county-grown language is now on the endangered list as most people opt to use the run-of-the-mill British version.

It seems a shame to let this go to waste after centuries of baffling our UK-counterparts with 'foreign' signing.

Gallery should inspire young

Brian Sewell's disparaging remarks about the art gallery at the Beaney Institute in Canterbury are most welcome (City gallery a pain in the arts, says Sewell).

I first knew that place in the 40s and 50s, when it presented a veritable cornucopia of joys for a young boy. There was a superb display of stuffed birds, a set of British butterflies, including many extinct ones, a large skull I could sit in, fossils and minerals and other marvellous items to stimulate my imagination.

In the evening there were lectures which were a true inspiration, and there were books to borrow.

Its roguish benefactor, whose features I knew from his monument in the cathedral, would have approved of the contents and use of his legacy to the city. Then it was modernised and it lost its soul.

No longer could I view those great treasures. When I asked to see the butterflies, I was told the curator had the key and was absent. The small display of museum artefacts was a pathetic offering, and of little interest to me.

True, you could look at the paintings, but what was there for those not of an artistic bent? Next to nothing.

Now it is being renovated I hope something of its old spirit can be returned. Art galleries are all well and good in their place and with their proper audience, but what you need is a place to inspire children to discover the world about them, to teach them to recognise the difference between the latest hyped rubbish and those things which have eternal value and which will stay with them throughout their lives.

Michael K Baldwin
Sittingbourne

Say no to rise in tuition fees

I am confident I speak on behalf of many of the hard working Dartford voters (who I am thankful for voting for me) in saying we welcome the improvement to university funding to help part-time students and the lower 25 per cent income students.

But I am determined to reinforce our Lib Dem commitment to no rise in tuition fees, which has so far been disgustingly lost to the Coalition's spending pledges.

I and other local Lib Dem campaigners invite you to join me lobbying Dartford's MP and our own Lib Dem MPs to seek further consultation on this ignorant plan. Dartford Lib Dems send a clear message to the Coalition – no to the huge increase in tuition fees.

There must be better alternatives and we must find the right one.

James Willis
Dartford Lib Dem candidate
2010 General Election

Licence is an unfair system

I would like to respond to the authoritarian style letter in last week's KoS from Jon Shaw of TV Licensing, in which he singled out students saying: "It is important students are aware that they need a licence, it is not worth risking prosecution and a fine of £1,000."

He appeared to be worried that approximately 59 per cent of students now watch TV on their laptop. Could you imagine if we were forced to have a computer licence, and that all the funds went to one single service provider, despite the fact some of us don't even use that service provider?

Well, this is exactly what is happening with TV. Even if you don't like the BBC and choose to pay for Sky or watch ITV, you still have to pay what I call "a legal protection racket" just to be able to have a TV. This unfair, almost communist-style system goes against the principles of a modern 21st century free market economy.

I would like to know how Mr Shaw and his colleages at TV Licensing would react if they wanted to go on holiday with easyJet, but were forced to pay a licence to British Airways, and then told they would be fined if they did not?

Rupert Thurgo
Ramsgate

It's time to end child detention

It was over six months ago that the Coalition Government promised to end the detention of children for immigration purposes.

Yet children are still being held in detention in spite of the clear evidence that this is harmful.

I would like to join the Children's Society and Bail for Immigration Detainees – the OutCry! Campaign – in calling upon the Government to fulfil the promise it made by ending the detention of children without further delay, and developing a more humane system for the treatment of families and children subject to immigration control. There is clear evidence from countries such as Sweden that far fewer families end up facing forced removal if steps are taken throughout the immigration and asylum process to address the barriers that prevent families best presenting their case.

Child welfare and safeguarding must be placed at the heart of any new practice that is developed.

We have an opportunity to restore the reputation of this country for keeping our promises and for protecting children from harm. The time for prevarication is over and the time for action has come.

Katie Blythe
Faversham

CONTINUED ON PAGE 20

BIRTHS, MARRIAGES AND DEATHS

Including family announcements in partnership with the Kent registration service

To register Births, Marriages and Deaths contact the Kent registration service on 0845 824 7400
For advertising announcement enquiries telephone Kent on Sunday on 01303 817150

BIRTHS

ABBOTT
Kady-Mae born 26th November 2010, weighing 6lbs 14ozs. Daughter to Michelle Skinner and Robin Abbott. Sister to Alfie-Lee.

BEANEY
Sam, Hayley and Elizabeth Beaney celebrate the birth of Samuel James Beaney on the 27th October 2010, weighing 8lb 4oz.

HOLDSWORTH
Maria and Lee are delighted to announce the birth of their beautiful daughter Scarlett Lilly, a sister for Elijah and Charlie. Scarlett was born on 26th October 2010 at Pembury Hospital and weighed 7lbs 14oz.

HORSFALL
Mark and Victoria of Canterbury are delighted to announce the birth of their daughter, Melody Araminta Antonia, on 23rd November 2010. A new sister for Sophia, David and Jasmine.

JOHNSON
Kirsty and Karl Johnson celebrate the birth of their daughter Emily Louise Dorothy Johnson, born on the 3rd December 2010, weighing 6lb 6oz. Love you Angel.

POYNTER
Elton and Georgina are pleased to announce the birth of their son Reggie James Moore Poynter, born on 27th November 2010 at the William Harvey Hospital, weighing 7lbs 5oz.

RICHARDS
Stacey-Lea and Pollyann celebrate the birth of their son Lenny-Lea Stacey Richards on 11th November 2010.

ROODHARDT
Dennis and Rachel Roodhardt are _delighted to announce the birth of their beautiful daughter Gwendolyn Rose Roodhardt on 17th November 2010.

SPENCE
Sean and Chantelle celebrate the birth of their son Alex Peter Spence on 15th November 2010 weighing 9lb 8oz.

STEWART
Katie and Marvin Stewart celebrate the birth of their son Elijah Joseph Stewart on 25th November 2010.

WEATHERALL
Andy and Nicky are pleased to announce the speedy delivery of Tedd on 29/10/2010 in the car park of The Queen Elizabeth Hospital, Margate. Thanks to Heidi Hancock for all her assistance. A little brother for Harry, Ellie and Sam.

WOODHAMS
Harvey-Lee born on 19th November 2010, weighing 8lb 9oz. Son born to Peter and Rachel in Medway.

DEATHS

BLYTH
Joseph Blyth of Folkestone passed away on 30th November 2010. Will be sadly missed by family and friends. Enquiries to Sterry Funeral Services.

CRUMBIE
Victor George of Kennington, Ashford, passed away peacefully at the William Harvey Hospital on 28th November 2010. Will be sadly missed by family and friends.

PILCHER
Doreen Florence, died peacefully on 4th December 2010 in Ashminster House. Funeral will take place at Charing Crematorium on 16th December at 2pm. Flowers or donations to Alzheimers Society, care of Co-operative Funeral Directors, Ashford. Will be sadly missed by family and friends.

CONTINUED FROM PAGE 19

Sign up to save our woodlands

The Government is planning a massive sell off of our national forests.

This could mean our ancient woodlands are chopped down and ruined. Wildlife, walkers and cyclists would have to make way for Centre Parcs style holiday villages, golf courses and commercial logging.

We can't let that happen. We need to stop these plans. National treasures like the the Forest of Dean, Sherwood Forest and the New Forest could be sold off. Once they are gone, they will be lost forever.

Stour Valley Arts works with the Forestry Commission in King's Wood, which is also under threat. A huge petition will force the Government to rethink its plans. If we can prove how strongly the public are against this, they will have to back down. Nearly 80,000 people have signed the petition – please add your name: www.38 degrees.org.uk/page/s/save-our-forests

Sandra Drew, Director Stour Valley Arts

'Mafia grip' of the supermarkets

The bad weather has predictably caused problems with food supplies to the county as well as the rest of the country.

For three days some stores in Kent have been without milk because it is delivered daily from Northampton.

Once we had local dairy farms and dairies that provided a more reliable service to the shopping public, but that is no more.

The rampant greed and stupidity of the big supermarket chains has got farmers and producers by the throats and wiped out local producers. So in times of stress we all suffer and go without.

Supermarkets today pay farmers less per litre of milk than they did 20 years ago, but the price for the shopper has not dropped. It keeps rising to benefit shareholders.

Other sections of the food industry are also being badly hit. I am told because of the bad weather, one cauliflower grower in the county – in order to fulfil his contract with a big supermarket – is having to import cauliflowers from Spain.

The mafia-style grip of the supermarkets on the farming and food industry must be removed or things will only get worse.

The British farming industry will soon be gone forever, making us reliant on imports and food shops will be empty on a regular basis.

Roger Arnold
Herne Bay

Show goodwill to county producers

Food inevitably occupies our minds more than usual at this time of year. The countryside provides more than just an attractive backdrop to the festivities – it also puts food on our table. But is it the Kent countryside which is putting food on your table?

With a bit of effort, we can all direct more of our grocery budget towards local businesses, which keep the county's rural economy alive and manage the countryside which we all enjoy. The benefit to those who buy locally is not only great-tasting, healthy food, but the knowledge we are supporting the local economy and reducing food miles. Only 19 per cent of this country's food outlets are non-supermarket, and just three per cent of those are farm shops.

Of course, attempts to buy locally can be frustrating. Some shops make a token gesture – the procurement of a few local items in order to justify a marketing slogan. So helping encourage good intentions to become reality will require some pester power. Ask where the food you are buying comes from.

Please also support farmers' markets – a great source of local food – and investigate your local farm shop. In the run up to Christmas use your buying power to make a difference.

Judith Norris
Chairman, Kent branch,
Country Land and Business Association

Flying negates their green effort

Once again thousands of 'green' delegates have arrived in sunny Mexico, 46 from this government and funded by us. As usual they will be condemning those that drive and fly away on holiday.

But how did all those delegates get there? The only way to cross the world's oceans is by boat, did many take up this option?

Perhaps one of your regular contributors to this page from the Green Party, would like to comment to justify this hypocrisy?

Terry Hudson
Herne Bay

PM's broken too many promises

Just why David Cameron is so upset at those people who promised to vote for England and then reneged beats me.

Cameron is the master at doing that so he really should not be surprised.

Since taking the keys to Number 10 he has broken promise after promise and to top it all claimed victory in the price rise the EU wanted and got.

This government appears to be in the same mess as the rubbish that has just left and David Cameron is certainly not the golden boy he seems to think he is. We need someone there who loves this country and sticks up for it.

Cameron is not that one.

RE Tucker
Sheerness

It's good for us to remember them

At Christmas time, thoughts of someone dear to us who has been loved and lost seem all the more poignant.

Their absence brings a tinge of sadness that can overshadow the joy of Christmas, but it can also be the trigger for some delightful memories of the times you shared.

Last year our family sat round the table after lunch reminiscing about family members and friends who'd often shared that meal with us in the past. We laughed a lot. There was the occasional tear too – but the pleasure of remembering together all they'd brought to our lives was healing.

Grief is a very individual experience, and sometimes it is only on our own that we can properly cherish our memories. I like to write my feelings down. It's my mum who I miss most, and she seems very close to me as I put on paper my fondest thoughts about her.

Perhaps that's why so many people find it comforting to write a 'message of memory' on the back of one of the stars which are a popular feature of the Sue Ryder Lights of Love gatherings around the country. And being part of the crowd at one of these events, where everyone shares an empathy of grief and loss along with carols and mince pieces is warmly reassuring.

So if you know of anyone who is missing a loved one this Christmas, why not find out about a Sue Ryder Lights of Love event near you – or you might like to send for a Lights of Love pack which includes stars to hang on your own Christmas tree? See www.suerydercare.org or call 0845 0501953.

Pam Rhodes
BBC1 'Songs of Praise' presenter and Sue Ryder long-time supporter

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Exceptional Shaw leading the way

A FOREIGN languages teacher from Folkestone has won an award for outstanding leadership.

Gregory Shaw, who is the head of his department at Folkestone Academy, picked up the Developing Leader Award from the Specialist Schools and Academies Trust.

Judges described him as an "outstanding individual" who had stood out over the course of a two-year leadership training programme.

Mr Shaw received his award at the SSAT national conference on November 26.

CANTERBURY College has become the first in Kent to have its engineering and construction courses approved by the Institution of Mechanical Engineers.

The college says the status is a reflection of the high quality of the industry-standard teaching and facilities available.

Section manager Michael Gaughran said: "We felt we needed to back the students' qualifications with a professional body, and IMechE were readily responsive.

"The benefits for the department are tremendous as it endorses and recognises the qualifications and hard work of the staff to get these courses accredited as well as producing quality courses."

View from summit

THE vice-chancellor of the University for the Creative Arts addressed a global education summit in Qatar this week.

Professor Elaine Thomas took part in the World Innovation Summit for Education (WISE), which brings together academics from across the world to drive change in education.

She said: "I was delighted to be able to represent UCA at this prestigious summit.

"I have been campaigning hard to ensure the creative arts are recognised as equal to science in terms of support and funding."

Legacy is working already

By **STEVE KNIGHT**
steve.knight@kosmedia.co.uk

THE legacy of the 2012 Olympics is already coming to fruition in Kent due to the early success of a volunteer training scheme.

In order to supply some of the 70,000 helpers needed for the London games, the Personal Best programme is offering an 11-week course designed to provide adults with a range of work-based employability skills and to raise their own aspirations and confidence.

Eleven unemployed people from Kent have now completed the scheme and are looking forward to having the opportunity to volunteer during the Olympics.

Kent County Council cabinet member for community services, Cllr Mike Hill, said: "We are using the 2012 Games to inspire schools, businesses and individuals across all communities to really use that magic dust of the Olympics to make a difference and celebrate their achievements.

"Personal Best has been a small but fantastic project that has used the idea of volunteering around the Olympics to support individuals to help them get back into the job market."

Delivered by the Shaw Trust, the Personal Best programme is funded by the Learning and Skills Council and the European Social Fund. In addition to learning new skills, those who complete the scheme also walk away with an accredited OCN Level 1 qualification.

William Martin, 54, from Margate, signed up to the programme after being referred by his local job centre.

"Before Personal Best I'd been unemployed for about eight months," he said. "Despite trying endlessly I was getting nowhere with my job search, which put a real downer on my confidence – I really had hit rock bottom.

"The course gave me a new lease of life, providing a brand new outlook and direction. Now I've completed it, I'm looking to volunteer my services to the charity sector in the hope of making my way back onto the career ladder.

"The course has taught me excellent communication and interpersonal skills and I've met some fantastic people along the way. I would recommend it to anybody and everybody."

East meets West in catwalk collaboration

JAPANESE fashion students shared the catwalk with their Kentish counterparts as part of a cultural collaboration in Rochester.

Youngsters from the UEDA College of Fashion (UCF) in Osaka took part in the 15th International Collection, which was hosted by the Kent-based University for the Creative Arts (UCA).

Proceeds from the event have been donated to the international HIV and Aids charity, Avert. UCA's acting dean Thomass Atkinson said: "The 15th International Collection was a triumph for both universities.

"The work on the catwalk provided a vibrant fusion of ideas and a strong creative sense of direction. It's fantastic to be able to work with an overseas institution such as UCF in this way. It provides an invaluable experience for both sets of students and staff and forges greater links for future academic partnerships."

UCF principal Michiko Mihara said: "UCF has held fashion shows in Hong Kong, Seoul, New York, Rotterdam and Milan since our first International Collection in Paris in 1990.

"This event will provide opportunities for further collaboration between UCF and UCA."

INTERNATIONAL FEEL: The show at UCA included designs by Japanese students, inset

Film students were also involved, as 10 short films to accompany the Japanese collections were developed by UCA students from the Maidstone campus.

Pull out your Review section opposite to read JobsforKent.co.uk, starting on page 67

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You need to have good substance misuse knowledge excellent communication and engagement skills, group work experience and the ability to be creative and innovative. Proven experience of working effectively with young drug and alcohol users is essential.

An application form and job description can be downloaded from www.kca.org.uk Alternatively, you can email recruitment@kca.org.uk or call 01795 590795 and select option three. Please quote reference number 731.

Closing date: 20 December 2010.
Interview date: TBC.

KCA (UK) is committed to the principles of equality of opportunity for all and welcomes applications from people with experience of substance use or who have had previous problems with substance misuse. Charity No: 292824.

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Highways – District of Shepway

BOWDELL LANE, BRENZETT (PROHIBITION OF DRIVING) TEMPORARY ORDER 2010 THE ROAD TRAFFIC REGULATION ACT 1984 AS AMENDED BY THE ROAD TRAFFIC (TEMPORARY RESTRICTIONS) ACT 1991

NOTICE is given that because of BT cabling works, the Kent County Council has made an Order prohibiting through traffic on Bowdell Lane, Brenzett, on or after 13 December 2010 for up to 3 days or until the works have been completed.

It is planned the works will be carried out between the hours of 9.30 am and 3.30 pm, with the road re-opened outside these hours.

The road will be closed between the junctions with A2080 Rhee Wall Road and Grove Lane.

The alternative route is via A2080 Rhee Wall Road, King Street and Bowdell Lane.

Highways - Borough of Tonbridge & Malling

(LONG MILL LANE, PLATT) (PROHIBITION OF TRAFFIC) TEMPORARY ORDER 2010 THE ROAD TRAFFIC REGULATION ACT 1984 AS AMENDED BY THE ROAD TRAFFIC (TEMPORARY RESTRICTIONS) ACT 1991

NOTICE is hereby given that because works are proposed to be carried out the Kent County Council has made an Order prohibiting the use by through traffic on Long Mill Lane, from Bell Orchard to Badgers Rise on or after Tuesday 14th December 2010 when required for a period of up to 4 days or until such works are complete.

The alternative route is via Comp Lane, Boneashe Lane, Potash Lane, Long Mill Lane.

EDF Energy Networks apologise for any inconvenience caused by these essential works that are necessary to supply a new service. Should you require any further information about these works, their contact is Scott Davis on 01732 783986.

(WINDMILL HILL, PLATT) (PROHIBITION OF TRAFFIC) TEMPORARY ORDER 2010 THE ROAD TRAFFIC REGULATION ACT 1984 AS AMENDED BY THE ROAD TRAFFIC (TEMPORARY RESTRICTIONS) ACT 1991

NOTICE is hereby given that because works are proposed to be carried out the Kent County Council has made an Order prohibiting the use by through traffic on Windmill Hill, outside of Valley Wood on or after Tuesday 14th December 2010 when required for a period of up to 4 days or until such works are complete.

The alternative route is via Windmill Hill, Comp Lane, B2016 Seven Mile Lane, A20 London Road, A20 Maidstone Road, A25 Maidstone Road, Windmill Hill.

EDF Energy Networks apologise for any inconvenience caused by these essential works that are necessary to supply a new service. Should you require any further information about these works, their contact is Scott Davis on 01732 783986.

KATHERINE KERSWELL, Group Managing Director,
County Hall, Maidstone, Kent ME14 2XQ

For further information, please contact Kent Highway Services, on 08458 247 800 (local rate) or visit www.kent.gov.uk/highways

Kent Highway Services

Town and Country Planning Acts

The Council is required to give notice of the following applications

10/03760/LBC Matfield House The Green, Brenchley
- Listed Building Consent - The provision of new drainage to serve existing rainwater pipes on front elevation of main house (LB)

10/03851/FUL Trenley Oast Trenley Lane, Cranbrook And Sissinghurst
- Change of use of agricultural land to garden (LB)

10/03832/LBC Little Bewl Bridge Farm Hastings Road, Goudhurst
- Listed Building Consent - Lowering ground floor level over part of ground floor (LB)

10/03839/LBC Vineyard Oast The Down, Lamberhurst
- Listed Building Consent: Installation of flue for wood burner on rear elevation (LB)

10/03853/FUL 9 Belgrove Royal Tunbridge Wells, Pantiles & St Marks
- Erection of access stair (external) to rear of property to link first floor flat with garden. Replacement of existing window with door (CA)

10/03868/FUL 8A London Road Royal Tunbridge Wells, Pantiles & St Marks
- Change of use of first floor from B1 to A4 to allow the sale and provision of alcoholic beverages (LB) (CA)

10/02988/FULMJ The Priory Romford Road, Pembury
- Redevelopment of site to provide a replacement care home (Class C2) for Graham Care Ltd (MAJOR) (DEVPLN)

10/03592/FUL Wellgrove Farm Equestrian LLP Kings Toll Road, Pembury
- Retrospective - Stationing of mobile home for residential use (LB)

(DEVPLN) Departure from the Development Plan (PROW) Affecting A Public Right of Way (CA) Affecting a Conservation Area (LB) Affecting a Listed Building (MAJOR) Major Applications (MAST) Mast Applications (EIA) Applications Accompanied by an EIA Statement.

You may view these applications on our website (www.tunbridgewells.gov.uk), at the The Old Fire Station, Stone Street, Cranbrook or at Gateway, 8 Grosvenor Road, Tunbridge Wells. We accept comments online, by email to planningcomments@tunbridgewells.gov.uk or in writing to the address below. Comments should be made within 21 days from the date of this notice, although we may accept them after this date.

You should quote the reference and be aware that we make all comments available for inspection, placing them on the file and publishing them on the internet. We do not publish signatures, telephone numbers or email addresses on the internet.

Jim Kehoe
Head of Planning Services
Town Hall Royal Tunbridge Wells TN1 1RS

Dated: 11 December 2010

Tunbridge Wells Borough Council

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Maidstone
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Welcome people looking for SOMETHING DIFFERENT! Our company is renowned for being cutting edge and an industry leader; we pride ourselves on being different, forward thinking and fun. When you’re a part of our family, you’ll be a part of the “can do” atmosphere that makes our marketing company unlike any other. Do you have a confident personality that will move business and culture forward? Can you acquire and retain high quality new customers that will help achieve our client’s objectives? Can you make an otherwise boring sales pitch or training seminar cheeky, rebellious and brilliant? Prove it - apply now to become the newest member of our marketing campaign!! Individuals will be responsible for communicating our clients’ vision, values and product/service benefits. Lead the day to day on new customer acquisition and retention, track & analyse territory, and organise and attend staff meetings, campaign projections, conferences, etc. The ideal individual must have excellent communication skills in writing, speaking and presentation along with experience in face to face customer service. A professional image and strong communications skills are essential because we target potential customers where they work, live and shop. Working alongside our company you will enjoy a comprehensive compensation based on merit and performance which includes a competitive bonus structure and continual product workshops. If you would like to explore participating in an energetic and friendly environment, e-mail your CV. As places are being filled immediately, Kent based applicants are preferred. We regret that we will not respond to all applicants; only those selected for the first round will be contacted. You will be working with customers and clients face-to-face, so solid communication skills and a willingness to learn is essential. Successful candidates may be asked to attend a more extensive interview; including spending a full day interview with a member of the marketing division (this is still a period of observation & will have no claims for compensation). Please note: This opening is not based in a restaurant/ bar or retail shop - our openings involve face to face customer interaction, so we're looking for people with this type of experience. Thank you for your interest! Good Luck!
To apply/more information:
JK Marketing Services
admin@
jkmarketingservices.com
Quoting Job Ref: H0/812

Construction, Architecture, Surveyors

Trainee Home Insulation Surveyor - Immediate Start

Maidstone
Salary Negotiable
Autonomous Lead Generators and Home Insulation Surveyors Wanted in Maidstone... * Full On-Site Surveying Workshops! * Must be Able to Work Independently ; Be Willing to Travel! Increasing customer demand to reduce carbon emissions and utility funding for cavity insulation has resulted in a new division for our company! Whilst we are traditionally marketing sales company, our most recent client in the building industry has unique needs. We are looking to contract self-motivated and enthusiastic individuals to join our successful division of lead generators and surveyors in the Maidstone area! Generation - Meeting with potential home owners face to face to explain our client's services - Generating leads and getting referrals for potentially qualified home owners - Basic customer service, answering queries and scheduling surveying appointments Once you've proven a solid understanding of the client’s product and can prove you are able to source your customers, we can offer advice and guidance on surveying so you will be able to conduct property surveys. Surveying - Following up on leads to determine if the property qualifies for the government scheme - Taking measurements and sketching the property - Scheduling an appointment for the customer's loft insulation No previous experience is required as we will provide full product training through both practical and theoretical workshops. However, knowledge of construction, property development and building structures can speed up the process! Earnings are accumulated on a daily basis, and rewarded only on completed sales. Ideal candidates will: - Be driven to take control of their own future. - Enjoy working with people, but be capable of working independently To apply please send your CV and a contact number. All applicants must be at least 18 years of age and willing to spend a full day in the field observing an experienced independent surveyor before a final offer is made.
To apply/more information:
JK Marketing Services
admin@
jkmarketingservices.com
Quoting Job Ref: TRSR/2911

Customer Service, Call Centre

Customer Service/ Retail Sales Experience Wanted

Maidstone
Salary Negotiable
Client and Customer Service Experience Welcome JK Marketing Services was established to service an emergence in the market for quality face to face customer acquisition teams in the UK. With an industry of offices in every major city across the UK and Ireland, the national coverage we provide our clients with; both niche and mass market, puts us in a powerful position in the marketplace. Based in Maidstone, JK Marketing Service work with international companies in industries ranging from, construction to cosmetics, telecoms, financial services, power and even charities. Demand for our experience and the results we produce has soared as our reputation and client base spreads in the UK and rest of Europe. Face to Face customer acquisition places will be involved in helping customers make educated decisions through our extensive marketing campaigns designed to target decision makers where they work, live and shop. No specific experience is required since we provide all necessary information workshops that allow people to develop at their own pace. Our services are in high demand due to current trends in marketing strategies. We’ve proven to be a reliable source of new customer acquisition for our clients and will continue to grow our portfolio over the coming years. Earnings are accumulated on a daily basis, and rewarded only on completed sales. This is an excellent opportunity for people looking to take control of their own future. Thanks for your interest in JK Marketing Services! Successful applicants will hear from a member of our administrative team within 2-4 business days. We will arrange a time to meet where we will discuss your CV and learn more about your ambitions and goals. You will have the opportunity to learn more about our company history, growth plans and our openings.
To apply/more information:
JK Marketing Services
admin@
jkmarketingservices.com
Quoting Job Ref: RT/2911

Engineering, Manufacturing, Utilities

Sales Person

Aylesford
Maidstone Company require a Sales Person Market Engineering product sales involving all aspects of the sales cycle from prospecting/cold calling, client consultation and presentations through to closing and ensuring smooth implementation and handover of contracts dept. Responsibilities Developing existing customer relationships. To sell our portfolio of products and services to new clients. To prospect for new business in a variety of ways including cold calling and utilisation of lead sources. Preparation of sales proposals for prospective clients. Sales support, making appointments for potential clients through a variety of methods (mainly telephony based) and following up appointments with information required to progress the sale. To ensure accurate reporting back to management, to ensure activities and targets are met. Maintain CRM data. Personal Criteria Relevant sales or tele-marketing experience in technology or service products. A proven ability to hit targets. Educated to a standard complementary to an executive role. Minimum requirement, GCSE Maths and English or equivalent. Excellent communication skills and telephone manner. Outgoing, friendly character. Good listening skills. Ambitious and self driven. If you feel you have the relevant skills and experience then please send your CV to Mark Fletcher at mark@fercell.com or telephone 01622 882916.
To apply/more information:
Fercell
mark@fercell.com
Quoting Job Ref: kos

Refrigeration Engineers

Sittingbourne
Salary Negotiable
Refrigeration Engineers. F-Gas Certified. Tired of working on ‘low tech equipment? Thermotron Industries manufactures ‘high tech' equipment used by technical experts in engineering and product qualification laboratories all over Europe.As a leading manufacturer of environmental chambers, we'll keep your stimulated with an interesting career, training and some European travel. Thermotron offers you:Work that's interesting and challenging.High tech equipment to work on (say goodbye to air conditioners and chillers).Ongoing professional training.Access to factory technical advisors. (Support when you are on site!)Frequent travel to Europe.A company provided vehicle and benefits.Security for the future. We are well established. If you are currently a qualified refrigeration engineer with F-Gas certification and are looking for the opportunity to get ahead, don't delay, apply now to:email: tkennedy@thermotron.comOr post to:Thermotron IndustriesNewton House, Winch Road,Kent Science ParkSittingbourneKent
To apply/more information:
Thermotron Industries
info@thermotron.co.uk
Quoting Job Ref: kos

Information Tech, Internet, Telecoms

Telecoms Sales/ Broadband Sales - Immediate Openings!!

Maidstone
Salary Negotiable
TELECOMS; BROADBAND EXPERIENCE WANTED FULL PRODUCT KNOWLEDGE PROVIDED! Since we have broadened our portfolio we’re looking to increase representation for our clients as soon as possible! We work with one of the UKs leading telecommunications providers and they have set us big goals to hit this year, so we have multiple places available. Our client’s market share has increased dramatically over the past year, and in addition to their new media based campaigns, they want us to develop more sales representatives. We're looking for experienced or inexperienced sales representatives, especially those looking for an immediate start. Full product workshops are provided, so people with minimal sales experience are still welcome to apply. In addition to sales, you will learn basic marketing techniques, customer service and client relations skills in order to better your leadership abilities. You will be working independently and as part of a team and need to be at least 18 years of age to represent clients. We choose to represent our clients in a way that produces the most consistent results. By speaking to their customers face to face, we are able to make sure they fully understand their options and are happy with their decision. Our residential and event based campaigns have proven to be a huge success and we’re now looking to expand into the business community. Hours can be flexible and payment terms will be discussed during your interview. SEND US YOUR CV TODAY! If your initial interview is a success, you will then be asked to spend a day with an experienced Telecoms Sales Representative in the field to gain a full understanding of the responsibilities involved. Since you cannot actively participate in any sales during this day, you will not be entitled to compensation. When you return to the office that evening, we will look to make a mutual final decision.
To apply/more information:
JK Marketing Services
admin@
jkmarketingservices.com
Quoting Job Ref: IT/812

Management, Senior Positions

Salon Manager

Canterbury
Salary Negotiable
Are you a busy Hair stylist?Do you want to manage a salon in Canterbury?For further details call: 07767 613094.
To apply/more information:
George Antoniou
applications@jobsforkent.co.uk
Quoting Job Ref: kos

Motor Trade, Driver

MOT tester/mechanic

Sutton Valence
Salary Negotiable
MOT tester/mechanic required for a small village garage south of Maidstone. Mon- Fri and alternate Sat. mornings. Good basic wages plus profit sharing. Ring 01622 842776.
To apply/more information:
Hilltop Garage
applications@jobsforkent.co.uk
Quoting Job Ref: kos

Other

EARN AN INCREASING MONTHLY INCOME...

Kent
Salary TBC
Earn an increasing monthly income... Generous Payments Free BMW Mini Luxury Holidays Company Porsche 1,000s of people can earn a second income in their spare time, in partnership with the Utility Warehouse. YOU COULD TOO! Make money by saving people money No experience necessary Fantastic benefits! Find out more! Call 0800 781 2433 Get paid every month, for work you do once! www.minibills.co.uk Home phone, Mobile, Internet, Gas, Electricity ALL IN ONE SIMPLE BILL *Best Buy www.which.co.uk
To apply/more information:
Utility Warehouse
alanbarnett@telecomplus.org.uk
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Canterbury
Salary TBC
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Quoting Job Ref: KOS

Transport, Logistics, Aviation

MOT tester/mechanic

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Salary Negotiable
MOT tester/mechanic required for a small village garage south of Maidstone. Mon- Fri and alternate Sat. mornings. Good basic wages plus profit sharing. Ring 01622 842776.
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Hilltop Garage
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4x4 interest soaring as drivers aim to get a grip

By **STEVE LOADER**

FOR the second time in less than a year parts of Kent have been halted by snowfall.

No wonder then that UK auction specialist BCA has reported 4x4 values are up.

And, coming so soon after the big freeze of January and February this year, the latest snowfalls have convinced many drivers in rural areas that 4x4 is now a necessity rather than a bit of a pose.

A spokesman for BCA, which has a site at Paddock Wood, said the sudden drop in temperature had boosted values by around five per cent in November against the previous month.

He said: "Nothing makes a four-wheel drive more attractive than a dusting of snow, and the recent weather has certainly stirred interest in 4x4s."

It also marks rehabilitation for the type; from being the darling of the motor market, it had became the demon, with the worst examples being labeled 'gas guzzlers' as environmental awareness grew and the recession also drove down values.

But the point arrived where values had fallen so far below the market norm that they became bargains, especially as temperatures plummeted earlier this year.

Top tips on buying used:

- Do your homework – with fuel prices poised to go higher, a big petrol 4x4 won't be a bargain even if you buy it for a knockdown price.
- Check LPG conversions properly – some big petrol examples will have been converted to run on liquid petroleum gas (LPG) to cut running costs and emissions, but not all of these installations are trouble-free, so make sure you go for a decent test drive.
- Consider an LPG conversion though – if you can buy a quality petrol 4x4 cheaply enough it might be worth paying £1,500-2,000 for a conversion, which will halve your fuel bills.
- Buy top spec – with prices relatively

CONTINUED ON PAGE 75

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2010 (10) NISSAN NOTE TEKNA MPV AUTO, ALUMINIUM SILVER, 1000 miles £11,995
2010 (10) VAUXHALL CORSA SE 5DR HATCH AUTO, BLUE, 1000 miles £11,495
2010 (10) VAUXHALL MERIVA DESIGN 16V MPV AUTO, BLUE, 1000 miles £10,995
2009 (09) FORD FOCUS ZETEC 5DR HATCH AUTO, BLUE, 3000 miles £10,995
2010 (60) CITROEN NEMO 8V HDI TURBO MPV AUTO, RED, 100 miles £9,995
2010 (10) VAUXHALL CORSA EXCLUSIV AC 5DR HATCH AUTO, GOLD, 6000 miles £9,995
2010 (10) VAUXHALL ASTRA EXCLUSIV 3DR HATCH AUTO, GREY, 1000 miles £9,995
2010 (10) RENAULT GRAND MODUS DYNAMIQUE VVT 5DR HATCH AUTO, OTTOMON BLUE, 1000 miles £9,995
2010 (10) VAUXHALL CORSA SE 5DR HATCH AUTO, BLACK, 6000 miles £9,995
2009 (09) VAUXHALL AGILA DESIGN 5DR HATCH AUTO, BLUE, 5000 miles £9,495
2009 (59) SUZUKI SWIFT GLX 5DR HATCH AUTO, BLUE, 450 miles £9,495
2009 (59) NISSAN NOTE VISIA MPV AUTO, GREY, 1800 miles £8,995
2010 (10) NISSAN PIXO N-TEC 5DR HATCH AUTO, ALUMINIUM SILVER, 500 miles £7,995
2010 (10) PEUGEOT 107 URBAN 5DR HATCH AUTO, BLUE, 1000 miles £7,495

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2007 (57) NISSAN MICRA ACENTA CC CONVERTIBLE AUTO, BLUE, 5000 miles £8,995
2006 (56) RENAULT MEGANE DYNAMIQUE VVT 111 CONVERTIBLE AUTO, BLUE, 19000 miles £7,995
2006 (06) RENAULT MEGANE DYNAMIQUE VVT 111 CONVERTIBLE AUTO, BLUE, 21000 miles £7,995
2007 (07) NISSAN MICRA SPORT CC CONVERTIBLE AUTO, BLUE, 8000 miles £7,995
2005 (05) RENAULT MEGANE DYNAMIQUE VVT COUPE CABRIOLET CONVERTIBLE AUTO, BLUE, 38000 miles £6,995
2006 (06) NISSAN MICRA CC SPORT CONVERTIBLE AUTO, BLUE, 12000 miles £6,995

FIESTA

2007 (57) FORD FIESTA GHIA 16V 5DR HATCH AUTO, ALUMINIUM SILVER, 16000 miles £6,995
2007 (57) FORD FIESTA STYLE CLIMATE 16V 5DR HATCH AUTO, MAUVEPURPLEVIOLET, 3000 miles £6,495
2006 (56) FORD FIESTA ZETEC CLIMATE 16V 3DR HATCH AUTO, TONIC BLUE, 1600 miles, yes really under 2000 miles from new £5,995

FOCUS HATCH & SALOON

2009 (09) FORD FOCUS ZETEC 5DR HATCH AUTO, BLUE, 3000 miles £10,995
2008 (58) FORD FOCUS STYLE 5DR HATCH AUTO, RED, 3000 miles £9,995
2008 (08) FORD FOCUS ZETEC 3DR HATCH AUTO, GREEN, 4000 miles £8,995
2008 (57) FORD FOCUS STYLE 5DR HATCH AUTO, BLUE, 7000 miles £7,995
2007 (07) FORD FOCUS ZETEC CLIMATE 16V 5DR HATCH AUTO, BLUE, 7000 miles £6,995
2007 (57) FORD FOCUS ZETEC CLIMATE 16V 5DR HATCH AUTO, BLUE, 12000 miles £6,995
2005 (55) FORD FOCUS GHIA 16V 5DR HATCH AUTO, GREY, 27000 miles £6,495
2003 (53) FORD FOCUS GHIA 5DR HATCH, ALUMINIUM SILVER, 44000 miles £3,995

FOCUS ESTATES

2006 (56) FORD FOCUS GHIA 16V ESTATE AUTO, ALUMINIUM SILVER, 23000 miles £7,495

RENAULT SCENIC

2010 (59) RENAULT SCENIC PRIVILEGE VVT MPV AUTO, ALUMINIUM SILVER, 5000 miles £14,995
2007 (07) RENAULT GRAND SCENIC PRIVILEGE DCI 130 FAP 5STR TD MPV AUTO, GOLD, 9000 miles £9,995
2007 (07) RENAULT GRAND SCENIC DYNAMIQUE VVT 136 7STR MPV AUTO, BLUE, 8000 miles £8,995
2007 (07) RENAULT GRAND SCENIC PRIVILEGE VVT 136 7STR MPV AUTO, BLUE, 15000 miles £8,995
2007 (07) RENAULT SCENIC PRIVILEGE VVT 111 5STR MPV AUTO, RED, 13000 miles £7,995
2007 (07) RENAULT SCENIC PRIVILEGE VVT 111 5STR MPV AUTO, GREY, 10000 miles £7,995
2008 (57) RENAULT SCENIC DYNAMIQUE VVT 111 5STR MPV AUTO, BLACK, 18000 miles £7,995
2007 (07) RENAULT SCENIC PRIVILEGE VVT 111 5STR MPV AUTO, GREY, 26000 miles £7,995
2007 (07) RENAULT SCENIC PRIVILEGE VVT 111 5STR MPV AUTO, ALUMINIUM SILVER, 20000 miles £7,995
2008 (57) RENAULT SCENIC DYNAMIQUE VVT 111 5STR MPV AUTO, BLUE, 19000 miles £6,995
2006 (56) RENAULT SCENIC DYNAMIQUE VVT 111 5STR MPV AUTO, ALUMINIUM SILVER, 16000 miles £6,495
2006 (56) RENAULT SCENIC DYNAMIQUE VVT MPV AUTO, GOLD, 29000 miles £5,995
2004 (54) RENAULT SCENIC DYNAMIQUE 16V MPV AUTO, BLACK, 27000 miles £5,495

RENAULT

2010 (10) RENAULT GRAND MODUS DYNAMIQUE VVT 5DR HATCH AUTO, OTTOMON BLUE, 1000 miles £9,995
2008 (08) RENAULT MEGANE DYNAMIQUE VVT 111 CONVERTIBLE AUTO, GREY, 11000 miles £9,995
2006 (56) RENAULT MEGANE PRIVILEGE VVT 111 CONVERTIBLE AUTO, BLUE, 14000 miles £8,995
2008 (08) RENAULT GRAND SCENIC DYNAMIQUE VVT 136 7STR MPV AUTO, GREEN, 15000 miles £8,995
2006 (06) RENAULT MEGANE DYNAMIQUE VVT 111 CONVERTIBLE AUTO, BLUE, 21000 miles £7,995
2006 (56) RENAULT MEGANE DYNAMIQUE VVT 111 CONVERTIBLE AUTO, BLUE, 19000 miles £7,995
2008 (58) RENAULT KANGOO EXPRESSION 16V MPV AUTO, GREY, 1500 miles £7,995
2008 (58) RENAULT CLIO EXPRESSION 16V 3DR HATCH AUTO, BLUE, 750 miles £6,995
2005 (05) RENAULT MEGANE DYNAMIQUE VVT COUPE CABRIOLET CONVERTIBLE AUTO, BLUE, 38000 miles £6,995
2006 (56) RENAULT LAGUNA EXPRESSION SPORT TOURER 16V ESTATE AUTO, GREY, 8000 miles £6,995
2007 (57) RENAULT MEGANE PRIVILEGE VVT 111 ESTATE AUTO, ALUMINIUM SILVER, 10000 miles £6,995
2006 (06) RENAULT MEGANE DYNAMIQUE VVT 111 ESTATE AUTO, GOLD, 17000 miles £5,995
2007 (07) RENAULT KANGOO EXPRESSION 16V MPV AUTO, GREY, 16000 miles £5,995
2005 (05) RENAULT MODUS PRIVILEGE 16V 5DR HATCH AUTO, GREEN, 39000 miles £4,995
2007 (56) RENAULT KANGOO EXPRESSION 16V MPV AUTO, BLUE, 7000 miles £4,995

CHEVROLET

2008 (08) CHEVROLET LACETTI SX 5DR HATCH AUTO, BLACK, 6000 miles £6,995
2008 (58) CHEVROLET AVEO LT 5DR HATCH AUTO, ALUMINIUM SILVER, 999 miles £6,995
2009 (09) CHEVROLET LACETTI SX ESTATE AUTO, ALUMINIUM SILVER, 3000 miles £6,995
2009 (58) CHEVROLET LACETTI SX ESTATE AUTO, BLACK, 9000 miles £6,995
2009 (09) CHEVROLET MATIZ SE 5DR HATCH AUTO, BLUE, 1200 miles £6,495
2008 (08) CHEVROLET KALOS SX 5DR HATCH AUTO, BLUE, 8000 miles £5,995
2008 (08) CHEVROLET MATIZ SE 5DR HATCH AUTO, BLUE, 2000 miles £5,995
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2007 (07) CHEVROLET MATIZ SE 5DR HATCH AUTO, BLUE, 18000 miles £4,995
2007 (07) CHEVROLET MATIZ SE 5DR HATCH AUTO, BLUE, 20000 miles £4,995
2008 (58) CHEVROLET MATIZ SE PLUS 5DR HATCH, BLUE, 3000 miles £4,995

HYUNDAI

2008 (08) HYUNDAI COUPE SIII COUPE AUTO, BLACK, 4000 miles £9,995
2007 (56) HYUNDAI COUPE SIII COUPE AUTO, RED, 4000 miles £8,995
2008 (58) HYUNDAI MATRIX COMFORT MPV AUTO, ALUMINIUM SILVER, 10000 miles £7,495
2009 (09) HYUNDAI I10 COMFORT 5DR HATCH AUTO, BLACK, 7000 miles £6,995
2008 (58) HYUNDAI GETZ GSI 5DR HATCH AUTO, BLUE, 1000 miles £6,995
2007 (57) HYUNDAI ACCENT ATLANTIC LIMITED EDITION 3DR HATCH AUTO, BLACK, 6000 miles £5,995
2008 (08) HYUNDAI AMICA CDX 5DR HATCH AUTO, GREY, 5000 miles £5,995
2008 (08) HYUNDAI AMICA CDX 5DR HATCH AUTO, BLUE, 9000 miles £5,995
2008 (08) HYUNDAI AMICA CDX 5DR HATCH AUTO, GREY, 24000 miles £5,995
2006 (56) HYUNDAI GETZ CDX 5DR HATCH AUTO, GREY, 9000 miles £5,995
2007 (07) HYUNDAI AMICA CDX 5DR HATCH AUTO, ALUMINIUM SILVER, 9000 miles £5,495

KIA

2008 (58) KIA PICANTO 2 5DR HATCH AUTO, ALUMINIUM SILVER, 10000 miles £5,995
2007 (57) KIA RIO ICE 5DR HATCH AUTO, BLUE, 9000 miles £5,495

DAIHATSU

2008 (08) DAIHATSU SIRION SE 5DR HATCH AUTO, BLUE, 13000 miles £7,995
2008 (08) DAIHATSU SIRION SE 5DR HATCH AUTO, BLUE, 8000 miles £7,995
2007 (57) DAIHATSU SIRION SE 5DR HATCH AUTO, ALUMINIUM SILVER, 9000 miles £7,495
2007 (07) DAIHATSU SIRION SE 5DR HATCH AUTO, BLACK, 16000 miles £6,995
2007 (07) DAIHATSU SIRION 16V 5DR HATCH AUTO, ALUMINIUM SILVER, 20000 miles £6,995

FIAT

2006 (56) FIAT PANDA ELEGANZA 5DR HATCH AUTO, BLACK, 16000 miles £4,995
2007 (56) FIAT PANDA ELEGANZA 5DR HATCH AUTO, BLUE, 25000 miles £4,995

FUSION

2008 (08) FORD FUSION FUSION + 5DR HATCH AUTO, GREY, 3000 miles £7,995
2008 (08) FORD FUSION FUSION + 5DR HATCH AUTO, BLACK, 13000 miles £7,995
2007 (07) FORD FUSION ZETEC CLIMATE 5DR HATCH AUTO, GREEN, 4000 miles £5,995

CITROEN

2010 (60) CITROEN NEMO 8V HDI TURBO MPV AUTO, RED, 100 miles £9,995
2008 (58) CITROEN C4 SX 16V 5DR HATCH AUTO, BLACK, 1800 miles £8,995
2007 (57) CITROEN C3 SX 16V 5DR HATCH AUTO, DIABLO RED, 13000 miles £5,995
2002 (02) CITROEN SAXO DESIRE 3DR HATCH AUTO, RED, 54000 miles £2,995

MONDEO

2006 (56) FORD MONDEO LX 16V 5DR HATCH AUTO, GOLD, 24000 miles £6,995

CORSA

2010 (10) VAUXHALL CORSA SE 5DR HATCH AUTO, BLUE, 1000 miles £11,495
2010 (10) VAUXHALL CORSA EXCLUSIV AC 5DR HATCH AUTO, GOLD, 6000 miles £9,995
2010 (10) VAUXHALL CORSA SE 5DR HATCH AUTO, BLACK, 6000 miles £9,995
2009 (59) VAUXHALL CORSA CLUB AC 16V 5DR HATCH AUTO, BLUE, 750 miles £9,495
2009 (58) VAUXHALL CORSA DESIGN 16V 5DR HATCH AUTO, BLACK, 11000 miles £8,995
2009 (09) VAUXHALL CORSA CLUB AC 16V 5DR HATCH AUTO, ULTRA BLUE, 4000 miles £8,995
2008 (58) VAUXHALL CORSA DESIGN 16V 5DR HATCH AUTO, BLUE, 12000 miles £8,995
2008 (58) VAUXHALL CORSA CLUB AC 16V 5DR HATCH AUTO, GOLD, 2000 miles £8,495
2008 (58) VAUXHALL CORSA CLUB AC 16V 5DR HATCH AUTO, BLUE, 5000 miles £8,495
2008 (58) VAUXHALL CORSA CLUB AC 16V 5DR HATCH AUTO, BLACK, 9000 miles £8,495
2007 (57) VAUXHALL CORSA DESIGN 16V 3DR HATCH AUTO, GOLD, 5000 miles £7,495
2008 (57) VAUXHALL CORSA CLUB AC 16V 3DR HATCH AUTO, ULTRA BLUE, 9000 miles £6,995

MAZDA

2008 (58) MAZDA 3 3 TAKARA 5DR HATCH AUTO, RED, 5000 miles £9,995
2007 (57) MAZDA 3 3 TS 5DR HATCH AUTO, GREY, 8000 miles £8,995
2006 (56) MAZDA 6 6 TS 5DR HATCH AUTO, GREY, 21000 miles £7,995
2006 (56) MAZDA 6 6 TS 5DR HATCH AUTO, GREY, 16000 miles £7,995
2007 (57) MAZDA 2 2 CAPELLA 5DR HATCH AUTO, ALUMINIUM SILVER, 15000 miles £6,495
2007 (56) MAZDA 2 2 S 5DR HATCH AUTO, BLUE, 17000 miles £5,995

SUZUKI

2009 (B) SUZUKI GRAND VITARA 16V ESTATE AUTO 4x4, BLUE, 13000 miles £12,995
2009 (59) SUZUKI SWIFT GLX 5DR HATCH AUTO, BLUE, 450 miles £9,495
2009 (59) SUZUKI SWIFT GLX 5DR HATCH AUTO, BLUE, 5000 miles £8,995

TOYOTA

2007 (06) TOYOTA RAV-4 XT3 VVT-I ESTATE AUTO 4x4, ALUMINIUM SILVER, 17000 miles £13,995
2007 (07) TOYOTA RAV-4 XT3 VVT-I ESTATE AUTO 4x4, BLUE, 16000 miles £13,995
2007 (07) TOYOTA RAV-4 XT3 VVT-I ESTATE AUTO 4x4, GREY, 16000 miles £13,995
2007 (07) TOYOTA COROLLA VERSO T3 VVT-I MPV AUTO, RED, 25000 miles £9,995
2007 (57) TOYOTA AVENSIS T3-X VVT-I 5DR HATCH AUTO, ALUMINIUM SILVER, 19000 miles £9,995
2007 (07) TOYOTA COROLLA T3 VVT-I 5DR HATCH AUTO, ALUMINIUM SILVER, 9000 miles £8,995
2007 (07) TOYOTA AURIS T3 VVT-I MM 5DR HATCH AUTO, ALUMINIUM SILVER, 17000 miles £8,995
2007 (56) TOYOTA COROLLA T3 COLOUR COLLECTION VVT-I 5DR HATCH AUTO, BLACK, 8000 miles £7,995
2008 (08) TOYOTA YARIS T3 VVT-I 5DR HATCH AUTO, VENETIAN SILVER, 14000 miles £7,995
2007 (56) TOYOTA COROLLA T3 VVT-I 5DR HATCH AUTO, IXION BLUE, 13000 miles £7,995
2006 (55) TOYOTA YARIS VERSO T3 VVT-I MPV AUTO, ALUMINIUM SILVER, 3000 miles £7,495
2007 (07) TOYOTA YARIS T3 VVT-I MM 5DR HATCH AUTO, ALUMINIUM SILVER, 21000 miles £6,995
2005 (55) TOYOTA YARIS T SPIRIT VVT-I 3DR HATCH AUTO, CRYSTAL SILVER, 5000 miles £6,995
2004 (54) TOYOTA YARIS T SPIRIT VVT-I 5DR HATCH AUTO, ALUMINIUM SILVER, 1750 miles £6,995
2004 (04) TOYOTA YARIS T SPIRIT VVT-I 5DR HATCH AUTO, CRYSTAL SILVER, 6000 miles £6,295
2007 (57) TOYOTA AYGO VVT-I+ 5DR HATCH AUTO, GREY, 8000 miles £5,495
2007 (57) TOYOTA AYGO VVT-I+ 3DR HATCH AUTO, ALUMINIUM SILVER, 8000 miles £5,495
2004 (04) TOYOTA YARIS T SPIRIT VVT-I 5DR HATCH, BLACK, 25000 miles £5,495

NISSAN

2010 (10) NISSAN QASHQAI N-TEC 4WD SPORTS UTILITY VEHICLE AUTO, BLACK, 1000 miles £19,995
2008 (58) NISSAN QASHQAI ACENTA 5DR HATCH AUTO, BLUE, 5000 miles £14,495
2008 (08) NISSAN QASHQAI ACENTA 5DR HATCH AUTO, BLUE, 8000 miles £13,995
2010 (10) NISSAN NOTE TEKNA MPV AUTO, ALUMINIUM SILVER, 1000 miles £11,995
2007 (57) NISSAN QASHQAI VISIA 5DR HATCH, ALUMINIUM SILVER, 4000 miles £11,995
2009 (09) NISSAN NOTE TEKNA MPV AUTO, BEIGEBUFF, 5000 miles £9,495
2007 (57) NISSAN MICRA ACENTA CC CONVERTIBLE AUTO, BLUE, 5000 miles £8,995
2009 (59) NISSAN NOTE VISIA MPV AUTO, GREY, 1800 miles £8,995
2009 (59) NISSAN MICRA ACENTA 5DR HATCH AUTO, RED, 7000 miles £8,495
2009 (59) NISSAN MICRA ACENTA 5DR HATCH AUTO, BLACK, 8000 miles £8,495
2010 (10) NISSAN PIXO N-TEC 5DR HATCH AUTO, ALUMINIUM SILVER, 500 miles £7,995
2009 (05) NISSAN MICRA 25 ANNIVERSARY 5DR HATCH AUTO, BLACK, 13000 miles £7,995
2008 (08) NISSAN NOTE ACENTA MPV AUTO, RED, 14000 miles £7,995
2007 (07) NISSAN MICRA SPORT CC CONVERTIBLE AUTO, BLUE, 8000 miles £7,995
2007 (57) NISSAN MICRA ACENTA 5DR HATCH AUTO, BLUE, 15000 miles £6,995
2006 (06) NISSAN MICRA CC SPORT CONVERTIBLE AUTO, BLUE, 12000 miles £6,995
2007 (57) NISSAN MICRA SPIRITA 3DR HATCH AUTO, RED, 18000 miles £6,995
2007 (57) NISSAN MICRA SPIRITA 3DR HATCH AUTO, GREY, 14000 miles £5,995
2006 (56) NISSAN MICRA SPIRITA 5DR HATCH AUTO, BLUE, 15000 miles £5,995
2004 (04) NISSAN MICRA S 3DR HATCH AUTO, ARUBA BLUE, 12000 miles £4,995
2004 (54) NISSAN ALMERA SE 5DR HATCH AUTO, ALUMINIUM SILVER, 8000 miles £4,495
2002 (02) NISSAN MICRA S 3DR HATCH AUTO, WHITE, 19000 miles £2,995

ASTRA HATCHBACKS

2010 (10) VAUXHALL ASTRA SE 5DR NEW MODEL HATCH AUTO, ALUMINIUM SILVER, 3000 miles £13,995
2010 (10) VAUXHALL ASTRA EXCLUSIV 3DR HATCH AUTO, GREY, 1000 miles £9,995
2009 (59) VAUXHALL ASTRA LIFE AC 5DR HATCH AUTO, GREEN, 2000 miles £7,995
2007 (57) VAUXHALL ASTRA DESIGN 16V E4 5DR HATCH AUTO, PANACOTTA, 13000 miles £6,995
2009 (09) VAUXHALL ASTRA LIFE AC 16V E4 5DR HATCH AUTO, BLACK, 10000 miles £6,995

ASTRA HATCHBACKS

2007 (57) VAUXHALL ASTRA DESIGN 16V E4 5DR HATCH AUTO, ALUMINIUM SILVER, 17000 miles £6,995
2008 (08) VAUXHALL ASTRA LIFE AC 16V E4 5DR HATCH AUTO, BEIGEBUFF, 14000 miles £6,495
2007 (57) VAUXHALL ASTRA LIFE 5DR HATCH AUTO, TURQUOISE, 17000 miles £5,995
2007 (57) VAUXHALL ASTRA LIFE AC 16V E4 5DR HATCH AUTO, BLUE, 17000 miles £5,995

ASTRA ESTATES

2008 (58) VAUXHALL ASTRA LIFE AC 140 ESTATE AUTO, ALUMINIUM SILVER, 8000 miles £7,995
2008 (08) VAUXHALL ASTRA LIFE AC 140 ESTATE AUTO, SILVER, 14000 miles £6,995
2008 (08) VAUXHALL ASTRA LIFE AC 140 ESTATE AUTO, ALUMINIUM SILVER, 12000 miles £6,995
2007 (57) VAUXHALL ASTRA DESIGN 140 ESTATE AUTO, BLUE, 14000 miles £6,995
2007 (57) VAUXHALL ASTRA DESIGN 140 ESTATE AUTO, PANNACOTTA, 15000 miles £6,995
2006 (56) VAUXHALL ASTRA DESIGN 16V ESTATE AUTO, PANACOTTA, 13000 miles £6,495
2006 (56) VAUXHALL ASTRA LIFE AC 16V ESTATE AUTO, BLACK, 11000 miles £5,995

ZAFIRA MERIVA & AGILA

2009 (59) VAUXHALL ZAFIRA EXCLUSIV CDTI TD MPV AUTO, BLACK, 750 miles £13,995
2009 (09) VAUXHALL ZAFIRA EXCLUSIV CDTI TD MPV AUTO, GREEN, 7000 miles £12,995
2010 (10) VAUXHALL MERIVA DESIGN 16V MPV AUTO, BLUE, 1000 miles £10,995
2009 (09) VAUXHALL AGILA DESIGN 5DR HATCH AUTO, BLUE, 5000 miles £9,495
2009 (59) VAUXHALL MERIVA LIFE 16V MPV AUTO, BLUE, 3000 miles £8,995
2007 (07) VAUXHALL ZAFIRA LIFE 16V MPV AUTO, BLUE, 17000 miles £8,495
2006 (56) VAUXHALL ZAFIRA LIFE 16V MPV AUTO, SILVER LIGHTNING, 16000 miles £7,995
2008 (08) VAUXHALL AGILA CLUB MPV AUTO, ALUMINIUM SILVER, 3000 miles £7,995
2007 (57) VAUXHALL ZAFIRA LIFE 16V MPV AUTO, TURQUOISE, 13000 miles £7,995
2007 (57) VAUXHALL ZAFIRA LIFE 16V MPV AUTO, BLUE, 9000 miles £7,995
2007 (57) VAUXHALL ZAFIRA LIFE 16V MPV AUTO, BLUE, 16000 miles £7,495
2007 (07) VAUXHALL MERIVA LIFE 16V MPV AUTO, BLUE, 19000 miles £6,995
2006 (56) VAUXHALL MERIVA LIFE 16V MPV AUTO, BLUE, 13000 miles £6,495
2008 (58) CHEVROLET MATIZ SE 5DR HATCH AUTO, GREEN, 7000 miles £5,995
2004 (54) VAUXHALL ZAFIRA LIFE 16V MPV AUTO, ALUMINIUM SILVER, 78000 miles £3,995

CHRYSLER

2007 (57) CHRYSLER PT CRUISER LIMITED 5DR HATCH AUTO, ALUMINIUM SILVER, 13000 miles £6,995

PEUGEOT

2007 (57) PEUGEOT 307 SW SE ESTATE AUTO, RED, 12000 miles £7,995
2008 (08) PEUGEOT 207 SPORT 3DR HATCH AUTO, BLUE, 11000 miles £7,995
2010 (10) PEUGEOT 107 URBAN 5DR HATCH AUTO, BLUE, 1000 miles £7,495
2007 (57) PEUGEOT 206 LOOK 3DR HATCH AUTO, GREY, 2000 miles £6,995
2007 (07) PEUGEOT 307 S 5DR HATCH AUTO, RED, 17000 miles £6,495
2007 (07) PEUGEOT 107 URBAN 2-TRONIC 3DR HATCH AUTO, BLUE, 4000 miles £5,495

MITSUBISHI

2007 (57) MITSUBISHI LANCER ELEGANCE ESTATE AUTO, GREY, 19000 miles £6,995

HONDA

2007 (07) HONDA CR-V I-VTEC ES 5DR HATCH AUTO 4x4, GREY, 24000 miles £17,995
2007 (07) HONDA CR-V I-VTEC SE 5DR HATCH AUTO 4x4, BLACK, 19000 miles £15,995
2007 (07) HONDA CR-V I-VTEC SE 5DR HATCH AUTO 4x4, GREY, 11000 miles £15,995
2007 (07) HONDA CR-V I-VTEC SPORT ESTATE AUTO 4x4, ALUMINIUM SILVER, 23000 miles £13,995
2006 (06) HONDA CR-V I-VTEC SE ESTATE AUTO 4x4, BLACK, 26000 miles £11,995
2009 (58) HONDA JAZZ DSI SE 5DR HATCH AUTO, BLACK, 6000 miles £10,995
2009 (09) HONDA JAZZ DSI SE 5DR HATCH AUTO, RED, 3000 miles £10,995
2008 (58) HONDA JAZZ DSI SE 5DR HATCH AUTO, BLACK, 9000 miles £10,495
2007 (07) HONDA JAZZ DSI SE 5DR HATCH AUTO, RED, 8000 miles £8,995
2006 (56) HONDA JAZZ DSI SE 5DR HATCH AUTO, BLUE, 18000 miles £7,995

MERCEDES

2009 (09) MERCEDES-BENZ CLK CLK200 KOMPRESSOR AVANTGARDE CONVERTIBLE AUTO, BLACK, 20000 miles £26,000
2007 (57) MERCEDES-BENZ C CLASS C180K AVANTGARDE SE SALOON AUTO, CUBANITE SILVER, 23000 miles £13,995
2008 (57) MERCEDES-BENZ C CLASS C180 KOMPRESSOR SE SPORTS COUPE AUTO, ALUMINIUM SILVER, 22000 miles £13,995
2008 (58) MERCEDES-BENZ A CLASS A170 AVANTGARDE SE 5DR HATCH, BLACK, 16000 miles £13,995
2009 (09) MERCEDES-BENZ A CLASS A150 AVANTGARDE SE 5DR HATCH, BLUE, 18000 miles £12,995
2007 (07) MERCEDES-BENZ A CLASS A150 CLASSIC SE HATCH AUTO, BLUE, 20000 miles £8,995
2003 (53) MERCEDES-BENZ A CLASS A140 CLASSIC SE 5DR HATCH AUTO, ALUMINIUM SILVER, 46000 miles £4,995

VOLKSWAGEN

2010 (10) VOLKSWAGEN POLO SE DSG 5DR HATCH AUTO, BLACK, 2000 miles £12,995
2008 (57) VOLKSWAGEN GOLF MATCH FSI 115 5DR HATCH AUTO, BLACK, 17000 miles £11,995
2007 (57) VOLKSWAGEN GOLF S 5DR HATCH AUTO, ALUMINIUM SILVER, 12000 miles £9,995
2007 (07) VOLKSWAGEN GOLF S 5DR HATCH AUTO, GREY, 17000 miles £9,995
2006 (06) VOLKSWAGEN GOLF SE 5DR HATCH AUTO, GREY, 5000 miles £9,995
2007 (57) VOLKSWAGEN GOLF S 5DR HATCH AUTO, BLACK, 13000 miles £9,995
2007 (57) VOLKSWAGEN POLO S (80BHP) 5DR HATCH AUTO, ALUMINIUM SILVER, 1400 miles £8,995
2008 (58) VOLKSWAGEN POLO MATCH 3DR AUTO, BLACK, 12000 miles £8,995
2007 (57) VOLKSWAGEN POLO S (80BHP) 5DR HATCH AUTO, BLACK, 18000 miles £7,995
2007 (07) VOLKSWAGEN POLO S 5DR HATCH AUTO, GREY, 13000 miles £7,995
2007 (07) VOLKSWAGEN POLO S (80BHP) 3DR HATCH AUTO, BLUE, 13000 miles £7,495
2007 (07) VOLKSWAGEN POLO S 3DR HATCH AUTO, REFLEX SILVER, 16000 miles £7,495
2007 (07) VOLKSWAGEN POLO S 3DR HATCH AUTO, BLACK, 22000 miles £6,995
2002 (02) VOLKSWAGEN POLO S 5DR HATCH AUTO, RED, 54000 miles £3,695
2001 (L) VOLKSWAGEN GOLF SE 5DR HATCH AUTO, RED, 71000 miles £3,495
2001 (Y) VOLKSWAGEN GOLF S 5DR HATCH, RED, 63000 miles £2,995

DIESEL AUTOMATICS

2009 (09) VAUXHALL ZAFIRA EXCLUSIV CDTI TD MPV AUTO, GREEN, 7000 miles £12,995
2007 (07) RENAULT GRAND SCENIC PRIVILEGE DCI 130 FAP 5STR TD MPV AUTO, GOLD, 9000 miles £9,995

MORRIS'S MANUAL CARS

2007 (57) VAUXHALL MERIVA ENERGY CDTI TD MPV, BLACK, 24000 miles £6,995
2008 (08) HYUNDAI MATRIX CLASSIC MPV, BLACK, 8000 miles £5,995
2004 (04) TOYOTA YARIS T SPIRIT VVT-I 5DR HATCH, BLACK, 25000 miles £5,495
2007 (07) FIAT PANDA DYNAMIC 5DR HATCH, GREY, 8000 miles £4,995
2007 (07) KIA PICANTO LS 5DR HATCH, BLUE, 17000 miles £4,995
2008 (58) CHEVROLET MATIZ SE PLUS 5DR HATCH, BLUE, 3000 miles £4,995
2008 (08) RENAULT TWINGO DYNAMIQUE 3DR HATCH, ORANGE, 35000 miles £4,995
2005 (05) VAUXHALL AGILA ENJOY 16V TWINPORT MPV, GOLD, 20000 miles £3,995
2004 (04) PEUGEOT 206 SE 5DR HATCH, MOONSTONE SILVER, 36000 miles £3,995
2001 (Y) VOLKSWAGEN GOLF S 5DR HATCH, RED, 63000 miles £2,995

SKODA

2008 (58) SKODA ROOMSTER 2 16V MPV AUTO, BLUE, 8000 miles £8,995

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Fuel consumption figures in mpg (l/100 km) for the Picanto range are: Urban: 38.7 (7.3) - 49.6 (5.7), Extra Urban: 57.6 (4.9) - 67.3 (4.2), Combined: 48.7 (5.8) - 58.8 (4.8). C02 emissions are 137 - 114 g/km. 7 year / 100,000 mile manufacturer's warranty. See your local dealer or visit www.kia.co.uk for full warranty terms and conditions. Price correct at time of going to press and specification is subject to change without notice. Model shown 1.0 Picanto 1 at £7,195 on the road. OTR price includes VAT, number plates, delivery, 12 months' Government Vehicle Excise Duty (VED) and Vehicle First Registration Fee. Metallic / mica paint is available for an extra £395 charge. Retail customers only. Subject to availability on vehicles registered between 01 October 2010 and 27 December 2010. Offer not available in conjunction with any other offer. Terms and conditions apply - please see your local dealer for full details. 44653

FIRST GEAR

Compiled by Steve Loader

Chevy won't wait for January sales

VALUE brand Chevrolet isn't waiting for the January sales – it has slashed prices in the run-up to Christmas, with savings of up to £3,400 on selected models.

That means the Cruze 1.6 S saloon is available for under £10,000 against a list price of £13,395 – not bad for a car that comes with air con, remote central locking and electric front windows.

Chevy's funky little Spark city car in 1.0+ spec – with air con, USB-compatible sound system, electric windows and six airbags – is also offered at £6,495, £1,900 off list price.

There is two grand, too, off the Aveo 1.2 S supermini in both three and five-door versions, starting at £6,995.

Antara makes cut-price comeback

THERE was nothing much wrong with the Vauxhall Antara until you saw the price.

Starting at nearly £23,000, it made you look too hard for flaws – notably wallowy handling – rather than at how smart and well-made this SUV (sports utility vehicle) was.

The pricing was also considerably more than the closely related Captiva from Vauxhall's value brand sister Chevrolet, which also offered seven seats.

Not surprising then that Antara sales bombed after launch in 2007; what had been planned as a belated follow-up to the primitive Frontera 4x4, dropped in 2003, never looked like emulating its volumes.

But Vauxhall is not giving up; a revitalised Antara goes on sales in January, with a starting price below £20,000, sharper looks inside and out and a choice of two newer and better diesel engines.

The price cut is not all it seems though, as the entry model only has front-wheel drive rather than 4x4. Nevertheless, some buyers may look again.

Cost-conscious Lexus hybrid set to conquer

LEXUS believes it has stolen a march on rivals in the premium sector through class-leading ownership costs for its all-new CT 200h hybrid.

The petrol-electric executive hatchback goes on sale in January, priced from £21,287 and offers the lowest (10 per cent) benefit-in-kind company car tax and a 100 per cent first year write-down allowance against corporation tax

Lexus also claims that the car's road-tax exempt low-emission hybrid drivetrain cuts scheduled service, maintenance and repair costs to deliver cheaper ownership for private owners and company car drivers and operators.

An interesting money-saving spin-off from the car's environmentally-friendly array of features is that the regenerative braking system helps extend the life of the brake pads to an average 70,000 miles.

A more obvious benefit to most users though will be average economy close to 70mpg.

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Official fuel consumption figures mpg (l/100km) and CO_2 emissions (g/km): Lowest: Savvy Style MT: urban 36.7 (7.7), extra urban 61.4 (4.6), combined 49.6 (5.7), CO_2 134; Highest: Savvy Style AMT: urban 36.7 (7.7), extra urban 62.8 (4.5), combined 49.6 (5.7) CO_2 134

[1]Price shown is for Savvy 1.2 Style MT, manufacturer's list price £7,995 excluding metallic which is an option at £365. On the road price includes VAT, delivery number plates, 12 months' road fund licence and first registration fee. [1]£750 Finance deposit offer is available to people aged 18 and over, subject to status, when purchasing a new Proton vehicle through Proton Finance Ltd. Minimum 10% deposit required for 'pay later' offer upon order. Indemnities may be required. Excludes Motability and fleet sales. Available at participating dealers only. Not available in conjunction with any other offers. Proton Finance Ltd, registered address 116 Cockfosters Road, Barnet, EN4 0DY is authorised and regulated by the Financial Services Authority. Finance Offers end 31st December 2010. [2]Free servicing offer available at participating dealers only on Savvy 1.2 Style MT or AMT until 31st December 2010. [3]Warranty is subject to maintenance in accordance with manufacturer's schedules, 3 year or 60,000 miles. Terms & conditions apply to all offers.

SURE THING: Nissan's X-Trail (left) is a junior 4x4 that can cut it in treacherous conditions, while Land Rover Discovery 4 is a new and used 4x4 star

CONTINUED FROM PAGE 71

low, you want as much luxury as possible to justify what may still be high running costs. It will also be worth more if you need to sell when the weather gets better.

- Look underneath – 4x4s are designed for knocks, but check the underside and suspension for damage.
- Tow bars – if you need one, then fine. But they can signal higher wear on rear end mechanicals from pulling a big caravan, boat or trailer.

If buying new, the Land Rover Discovery and its ability to seat seven is a best-seller in the go-anywhere/conquer-all sector, but you don't need the two-tonne mass of serious off-roaders to conquer the worst of the snow.

Consider instead the handier appeal of LR's smaller Freelander 2 or 'soft-roaders' like the Mitsubishi Outlander, or the 4x4 version of the Japanese marque's new ASX crossover.

The crossover niche – part SUV/4x4, part MPV and part family hatchback – was all started by the Nissan Qashqai, which is another potential snow-basher in 4x4 form.

Skoda also has the affordable and brilliantly named Yeti (front page picture); the 4x4 version will leave a firm footprint on snow.

Other smaller 4x4 SUVs and crossovers to consider include the Ford Kuga, VW Tiguan, Vauxhall Antara, Chevrolet Captiva, Kia Sorento and Sportage, Hyundai ix35 and Santa Fe, Citroen C-Crosser, Peugeot 4007, Honda CR-V, Lexus RX, Nissan X-Trail, Toyota Urban Cruiser and RAV4, Subaru Forester and Volvo S60.

ICE COOL: Mitsubishi Shogun shows its pedigree

USED 4X4 STARS

FOR £3,000 or even less, consider the following rough tough options:

TOYOTA LAND CRUISER (mid-late 90s) – diesel is best and the most indestructible, but the LC is a tank to drive.

MITSUBISHI SHOGUN (1984-2000) – rivalled the Range Rover, but added reliability. Décor is more 'bordello' than 'Englishman's club' though.

RANGE ROVER – three grand buys a smart late 90s/00s RR with diesel or petrol/LPG. Luxury and swank value outweighs flakey reliability.

KIA SORENTO (2003-2010) – the badge has no street cred, but you can have a late plate 4x4 for a small outlay.

NISSAN TERRANO (1993-2006) – no looker and street cred is low, but it is a smaller yet genuine off-roader. Look out for even cheaper Ford Maverick clones on early plates.

ISUZU TROOPER (up to 2003)/Vauxhall Monterey – not the most refined on road, but dependable. Three grand buys a decent diesel with all the gear.

JEEP CHEROKEE (1993-2001) – interior is rubbish and it is agricultural, but it is tough and looks the part and you get lots for your money. Only two engines worth considering: the 4.0 petrol – you will hurry to convert this to LPG – and the noisy, but powerful 2.5 diesel.

JEEP GRAND CHEROKEE (1994-99) – a 'poor man's Range Rover' with lots of kit and luxury, though suspect interior décor.

NISSAN PATROL (1998-present) – seen on newsreels with 'UN' printed on the side. It is unrefined, but hard to beat for affordable 4x4 ability.

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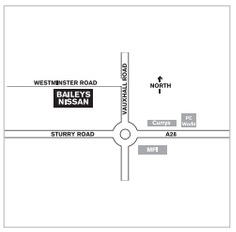

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Official Government Environment Data. Fuel consumption figures mpg (litres/100km) and CO_2 emissions (g/km).QASHQAI 1.6 n-tec 5 DOOR: Urban - 35.8 (7.9), Extra Urban - 54.3 (5.2), Combined - 45.6 (6.2), CO_2 emissions 144 g/km.

*Finance available subject to status. Offers available from 01/10/2010 to 03/01/2011 in the UK to persons aged 18 or over. Guarantees and Indemnities may be required. Nissan Finance, a trading style of RCIFS Ltd, PO Box 495, Watford WD17 1EJ. Terms and conditions apply to Clear Nissan – please see www.nissan.co.uk or your nearest participating Nissan dealer for full details. Breakdown and services provided by RAC Motoring Services and/or RAC Insurance Ltd. All prices include first registration fee and road fund licence. Information correct at time of going to print. Model shots shown are for illustration purposes only. Refer to dealer for exact specification. This advert supersedes any previously advertised offers. Offers are available at participating Nissan dealers only. QASHQAI shown has metallic paint at £440 inc. VAT. QASHQAI n-tec model shown features optional Chrome Pack at £250 inc. VAT Offers shown only apply to Retail sales types. Models subject to availability. Nissan Motor (GB) Ltd, The Rivers Office Park, Denham Way, Rickmansworth, Hertfordshire WD3 9YS.

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† Typical finance example for Vauxhall Agila as advertised. *Including Credit Facility Fee and Completion Fee.

CASH PRICE	DEPOSIT	AMOUNT FINANCED	FIRST PAYMENT	58 MONTHLY PAYMENTS	1 FINAL PAYMENT	INTEREST CHARGES	TOTAL CHARGE FOR CREDIT*	TOTAL AMOUNT PAYABLE	9.9% TYPICAL APR†
£8495	£850	£7645	£158.85	£158.85	£277.85	£1686.50	£2004.50	£10499.50	

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VAUXHALL

Official Government Test Environmental Data. Fuel consumption figures mpg (litres/100km) and CO2 emissions (g/km). Vauxhall range: Urban: 16.5 (17.1) – 61.4 (4.6), Extra-urban: 32.8 (8.6) – 88.3 (3.2), Combined: 24.2 (11.7) – 76.3 (3.7). CO2 emissions: 274 – 98g/km.

Offers are based on selected vehicles. *The Vauxhall Swappage Scheme applies to customers trading in a qualifying car or commercial vehicle (up to 3.5 tonnes) against the purchase of a selected pre-reg Vauxhall model. At the date of registration the vehicle traded in must have been 7 years old or older from date of first registration in the UK. To qualify for the scheme, the owner of the traded vehicle (or their spouse/partner living at the same UK address) must be named as the registered keeper and resident at the UK address shown on the Vehicle Registration Document (V5C) and have owned the vehicle for a minimum of 90 days. The new vehicle must be registered at the same address. The vehicle must have a valid MOT and road tax (or that has expired no earlier than 14 days prior to the new vehicle order date) and be insured at the date of the new vehicle order. The Vauxhall Swappage Scheme can not be used in conjunction with any other offer. All Swappage discounts are inclusive of VAT. For full details on Lifetime Warranty, visit www.vauxhall.co.uk, terms and conditions apply. †Finance supplied by Barclays Partner Finance, PO Box 3679, Glasgow G58 1PL, subject to status, over 18s only, a guarantor may be required, written quotations available on request. Savings shown are against MRRP at time of publication. Prices shown are available on selected WJ King stock vehicles only whilst stocks last and cannot be used in conjunction with any other offer. Offers apply to selected vehicles, orders from 1st November 2010 to 31st December 2010, invoiced and paid before 3rd January 2011. Please note, models pictured are for illustration purposes only and may not represent actual model. A £99 inc VAT admin fee (security checks and fuel) will be added to all vehicle purchases, this includes £20 worth of fuel. WJ King reserves the right to withdraw any offer at any time. Telephone calls may be recorded for training purposes. E&OE.

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USED CARS

AGILA

Year	Reg	Model	Eng	Dr	Colour	M/age	£
09	09	Agila Design CDTi	1.3D	5	Atlantis blue	9,350	8,995

ASTRA

Year	Reg	Model	Eng	Dr	Colour	M/age	£
06	06	Astra Active Estate	1.6	5	Silver lightening	18,950	5,995
06	06	Astra Active	1.6	5	Ultra blue	37,000	5,995
06	56	Astra Sxi	1.6	5	Metro blue	25,000	6,795
06	56	Astra Active	1.6	5	Star silver	26,990	6,295
08	58	Astra Elite	1.6	5	Star silver	13,775	8,495
08	08	Astra Sxi Sports hatch	1.4	3	Red	16,810	8,995
09	09	Astra Breeze CDTi	1.7D	5	Silver lightening	8,875	9,995
09	59	Astra Sports Twin top	1.8	2	Air blue	3,320	14,995
09	59	Astra Active	1.4	5	Power red	3,990	8,995
09	59	Astra Active Sports hatch	1.4	3	Sovereign silver	8,040	9,995
10	59	Astra VXR	2.0	3	Arden blue	5,660	16,995
10	10	Astra Active	1.6	5	Star silver	5,010	11,495
10	10	Astra Sri X Pack	1.8	3	Black sapphire	3,490	13,995
10	10	Astra Sri CDTi	2.0	5	Black sapphire	3,330	18,995
10	10	New Astra Sri CDTi	1.7D	5	Power red	4,880	15,995
10	10	Astra Exclusive Auto	1.6	5	Silver lake	1,100	14,995
10	10	New Astra Exclusive	1.4	5	Iceberg blue	3,000	12,995
10	10	Astra Sport Sports hatch	1.4	3	Power red	2,065	11,995
10	10	New Astra Exclusive	1.6	5	Technical grey	1,790	13,995
10	10	New Astra Exclusive	1.6	5	Black sapphire	2,210	13,995

CORSA

Year	Reg	Model	Eng	Dr	Colour	M/age	£
07	07	Corsa Club	1.4	5	Star silver	17,050	6,850
07	07	Corsa Life A/c	1.0	3	Flame red	42,500	5,395
07	07	Corsa Life A/c	1.0	3	Flame red	44,500	5,395
07	57	Corsa Design	1.2	3	Flame red	49,370	6,495
08	08	Corsa Design	1.4	5	Silver lightening	14,800	7,695
08	08	Corsa Breeze Plus	1.2	3	Silver lightening	16,900	7,495
08	08	Corsa Breeze CDTi	1.3	3	Star silver	24,590	7,995
08	08	Corsa Breeze CDTi	1.3	5	Flame red	41,275	7,295
09	59	Corsa Sxi A/c	1.4	3	Silver lightening	800	9,495
09	59	Corsa Active	1.0	3	Flame red	4,000	7,995
09	59	Corsa Sxi A/c	1.2	3	Metro blue	5,990	8,995
09	59	Corsa Active	1.2	3	Star silver	7,180	8,995
10	59	Corsa Active CDTi	1.3D	3	Star silver	7,750	9,495
10	10	Corsa Active CDTi	1.3D	5	Black sapphire	4,925	10,495
10	10	Corsa Energy	1.2	3	Black sapphire	2,340	9,995
10	10	Corsa Energy	1.2	3	Silver lightening	2,045	8,995
10	10	Corsa Energy CDTi	1.3	3	Glacier white	2,800	10,995
10	10	Corsa Energy	1.2	5	Metro blue	2,925	9,995
10	10	Corsa SE	1.4	5	Beach green	4,740	10,995

INSIGNIA

Year	Reg	Model	Eng	Dr	Colour	M/age	£
10	10	Insignia Exclusive CDTi	2.0	5	Star silver	6,395	15,495
10	10	Insignia Exclusive CDTi	2.0	5	Black sapphire	10,180	14,995

MERIVA

Year	Reg	Model	Eng	Dr	Colour	M/age	£
08	58	Meriva Design X pack	1.8	5	Air blue	7,600	8,795

ZAFIRA

Year	Reg	Model	Eng	Dr	Colour	M/age	£
09	59	Zafira Active Plus	1.8	5	Ultra blue	5,670	13,495
10	10	Zafira Energy	1.8	5	Sovereign silver	1,570	13,995
10	10	Zafira Sri CDTi X Pack	1.9D	5	Black sapphire	5,225	17,995
10	10	Zafira Energy	1.8	5	Black sapphire	4,325	13,995
10	10	Zafira Life A/c	1.6	5	Ultra blue	4,690	12,995
10	10	Zafira Energy CDTi	1.7D	5	Star silver	2,390	14,995

ANTARA

Year	Reg	Model	Eng	Dr	Colour	M/age	£
07	07	Antara CDTi Auto	2.0	5	Metro blue	20,000	11,995
08	57	Antara CDTi E Auto	2.0	5	Slate blue	18,100	12,995
09	59	Antara Exclusive CDTi	2.0D	5	Placid grey	2,020	17,995

DUE SOON

Year	Reg	Model	Eng	Dr	Colour	M/age	£
07	07	Corsa Design Auto	1.4	3	Black sapphire	23,000	6,495
08	08	Corsa Design	1.4	5	Star silver	15,500	6,875
0006	06	Meriva Design CDTi	1.7D	5	Star silver	28,000	5,995
07	57	Meriva Energy	1.4	5	Star silver	30,500	6,495
07	07	Vectra Design	1.8	5	Star silver	26,000	7,295
07	57	Astra Sxi	1.6	5	Metro blue	13,075	6,695
07	57	Astra Elite	1.8	5	Star silver	19,000	7,495
08	08	Astra Breeze	1.4	5	Ultra blue	34,000	7,495
08	08	Astra Sri X Pack	1.8	5	Silver lightening	16,000	8,495
08	08	Astra Sxi	1.4	3	Flame red	15,000	8,995
08	58	Antara SE Auto CDTi	2.0	5	Black sapphire	35,900	15,495

COMMERCIAL

Year	Reg	Model	Eng	Dr	Colour	M/age	£
10	10	Combo CDTi	1.3	5	White	17,005	7,995
09	59	Vivaro SWB CDTi	2.0D	5	White	Del	£10,995+VAT
10	10	Vivaro LWB	2.0	5	Glacier white	7,350	£11,995+VA

TRADE CENTRE NOW OPEN

VAUXHALL

Year	Reg	Model	Eng	Dr	Colour	M/age	£
01	Y	Corsa Club MTA	1.2	5	Blue	26,325	2,495
02	02	Corsa SE	1.0	3	Flame red	49,065	2,795
03	53	Corsa Design	1.2	5	Ultra blue	42,460	3,250
05	55	Corsa Sxi A/c	1.2	3	Ultra blue	48,450	3,995
08	08	Corsa Breeze Plus	1.3	3	Silver lightening	60,000	5,995
05	55	Agila Enjoy	1.2	5	Blue	39,850	3,295
03	03	Meriva Design	1.6	5	Ultra blue	37,500	3,295
004	54	Meriva Design E/T	1.6	5	Black sapphire	31,625	3,995
06	55	Astra Sxi	1.6	5	Black sapphire	55,800	5,995
03	53	Zafira Club	1.6	5	Rubens Red	55,640	3,495
05	55	Zafira Design CDTi	1.9	5	Panacotta	42,390	7,995

OTHERS

Year	Reg	Model	Eng	Dr	Colour	M/age	£
06	06	Mitsubushi Lancer	1.6	4	Grey	52,825	3,995
04	04	Toyota Corolla	1.4	3	Metallic red	68,540	3,995
06	06	Renault Grand Scenic Auto	2.0	5	Blue	48,500	4,995
04	04	Fiat Punto Active Sport	1.2	3	Yellow	66,000	2,995
05	55	Peugeot 206 Allure CC	1.6	5	Blue	35,000	5,995
06	56	Peugeot 206 Verve	1.4	5	Black	25,000	4,995
04	04	Fiesta Silver	1.4	3	Silver	69,750	3,995
04	04	Ford Fiesta Zetec	1.4	3	Black	67780	3,295
04	04	Ford Street Ka Lux	1.6	2	Metallic blue	48,350	4,295
04	54	Ford Focus Lx	1.6	5	Star silver	4,5780	3,995
07	57	Ford Ka	1.3	3	Blue	51,578	2,995

*Non Network Q

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ALFA ROMEO

147, TS TURISMO, 2008, abs brakes air conditioning alarm fitted alloy wheels cd player central locking climate control drivers airbag electric windows front fog lights full service history curtain airbags remote central locking isofix child seat points remote audio controls adjustable steering column rear headrests 3x3 point rear seat belts heated door mirrors height adj drivers seat space saver spare wheel, red, 14500 miles, £6500, Ramsgate, 0844 856 4496 (TRADE)

147, TS TURISMO, 2008, abs brakes air conditioning alarm fitted alloy wheels cd player central locking climate control drivers airbag electric windows front fog lights full service history immobiliser metallic paint power fold mirrors split folding rear seats sports seats trip computer curtain airbags remote central locking isofix child seat points remote audio controls adjustable steering column rear headrests 3x3 point rear seat belts heated door mirrors height adj drivers seat space saver spare wheel, red, 14500 miles, £6500, Ashford, 0844 826 5918 (TRADE)

147, TS TURISMO, 2008, abs brakes air conditioning alarm fitted alloy wheels cd player central locking climate control drivers airbag electric windows front fog lights full service history immobiliser metallic paint power fold mirrors split folding rear seats sports seats trip computer curtain airbags remote central locking isofix child seat points remote audio controls adjustable steering column rear headrests 3x3 point rear seat belts heated door mirrors height adj drivers seat space saver spare wheel, red, 14500 miles, £6500, Canterbury, 0844 856 4494 (TRADE)

147, TS TURISMO, 2008, abs brakes air conditioning alarm fitted alloy wheels cd player central locking climate control drivers airbag electric windows front fog lights full service history immobiliser metallic paint power fold mirrors split folding rear seats sports seats trip computer curtain airbags remote central locking isofix child seat points remote audio controls adjustable steering column rear headrests 3x3 point rear seat belts heated door mirrors height adj drivers seat space saver spare wheel, red, 14500 miles, £6500, Tunbridge Wells, 08448 759297 (TRADE)

156, 1.6 T.spark Turismo Sportwagon (6 months Warranty), ag02lxu, twin air bags, side air bags, curtain airbags, abs, adjustable steering column, power steering, stability control, air conditioning, electric windows, immobiliser, colour coded body, metallic paintwork, alcantara leather, height adjustable seat, rear headrests, lumbar support, alloy wheels, aluminium silver, 63000 miles, £2995, Maidstone, 01622 842299 (TRADE)

159, 2.2 jts turismo, 2006, blue metallic with beige cloth, 56000 miles, £6850, Kent, 01795426700 (TRADE)

159, 3.2 V6 JTS Q4 LUSSO, 2006, abs brakes air conditioning alloy wheels cd player climate control power steering remote central locking remote audio controls body coloured bumpers height adj drivers seat, black, 30376 miles, £11000, Canterbury, 0844 856 4494 (TRADE)

159, 2.4 JTDM LUSSO, 2007, abs brakes air conditioning alloy wheels cd player diesel electric windows immobiliser metallic paint power steering remote central locking remote audio controls, black, 28347 miles, £11000, Canterbury, 0844 856 4494 (TRADE)

159, 1.9 JTDM 16v LUSSO, 2008, abs brakes air conditioning alloy wheels cd player diesel electric windows immobiliser leather interior multiple airbags power steering trip computer remote central locking remote audio controls, alfa red, 70000 miles, £9000, Canterbury, 0844 856 4494 (TRADE)

AUDI

A3, 2.0 TDi 170 SE 3dr S Tronic, 2006, abs brakes alarm fitted alloy wheels cd player cruise control electric windows immobiliser multiple airbags power steering split folding rear seats traction control remote central locking adjustable steering column front armrest rear headrests 3x3 point rear seat belts heated door mirrors height adj drivers seat, pearl moro blue, 24000 miles, £10900, Canterbury, 0844 856 4494 (TRADE)

A3, 2.0 T FSI S line DSG, 2006, abs brakes alloy wheels cd player drivers airbag electric windows front fog lights immobiliser leather interior multiple airbags power steering sports seats traction control trip computer remote central locking isofix child seat points adjustable steering column body coloured bumpers rear headrests 3x3 point rear seat belts heated door mirrors height adj drivers seat, grey, 84428 miles, £8750, Canterbury, 0844 856 4494 (TRADE)

A3, Sport (Plus Motorparks Pack and Delivery), 2003, abs brakes alloy wheels drivers airbag electric windows immobiliser power steering single cd player, silver, 68000 miles, £6000, Canterbury, 0844 856 4494 (TRADE)

A3, TFSI Black Edition(Plus Motorparks Pack and Del), 2009, abs brakes alarm fitted alloy wheels drivers airbag electric windows immobiliser multiple airbags power steering single cd player traction control remote central locking, white, 15385 miles, £18000, Ashford, 0844 826 5918 (TRADE)

BMW

1 SERIES, 120D M SPORT, 2009, abs brakes alarm fitted cd player central locking diesel electric windows full service history immobiliser multiple airbags power steering, blue, 8178 miles, £19800, Canterbury, 0844 856 4494 (TRADE)

1 SERIES, 118D M SPORT, 2007, abs brakes alarm fitted cd player central locking diesel electric windows immobiliser multiple airbags power steering adjustable steering column rear headrests height adj drivers seat, le mans blue, 47493 miles, £11400, Canterbury, 0844 856 4494 (TRADE)

1 SERIES, 120D M Sport 2.0, 2010, abs brakes air conditioning alarm fitted alloy wheels automatic transmission cd player diesel drivers airbag electric windows front fog lights immobiliser metallic paint multiple airbags power steering sports seats traction control trip computer remote central locking remote audio controls adjustable steering column body coloured bumpers height adj drivers seat, titanium silver, 2539 miles, £23000, Canterbury, 0844 856 4494 (TRADE)

1 SERIES, 116 ES, 2007, abs brakes air conditioning alarm fitted alloy wheels cd player electric windows front fog lights half leather trim immobiliser metallic paint multiple airbags power steering sports seats traction control trip computer remote central locking isofix child seat points remote audio controls, red- metallic, 22000 miles, £11000, Canterbury, 0844 856 4494 (TRADE)

1 Series, 3.0 330 Ci SPORT, 2002, abs brakes air conditioning alloy wheels automatic transmission cd player electric windows front fog lights immobiliser metallic paint multiple airbags power steering, silver, 84102 miles, £6000, Canterbury, 0844 856 4494 (TRADE)

1 SERIES, 118D ES 2.0, 2007, abs brakes air conditioning alarm fitted alloy wheels cd player diesel drivers airbag electric windows front fog lights full service history immobiliser metallic paint multiple airbags power steering trip computer remote central locking remote audio controls adjustable steering column body coloured bumpers 3x3 point rear seat belts height adj drivers seat, titanium silver, 15629 miles, £12000, Canterbury, 0844 856 4494 (TRADE)

1 SERIES, 116i M Sport 1.6, 2007, abs brakes air conditioning alarm fitted alloy wheels cd player drivers airbag electric windows front fog lights full service history immobiliser metallic paint multiple airbags power steering sports seats trip computer remote central locking remote audio controls body coloured bumpers, sapphire black, 42868 miles, £11500, Canterbury, 0844 856 4494 (TRADE)

1 SERIES, M-Sport, 2006, abs brakes air conditioning alloy wheels cd player central locking diesel drivers airbag electric windows front fog lights remote central locking isofix child seat points remote audio controls adjustable steering column height adj drivers seat, black, 67000 miles, £9000, Canterbury, 0844 856 4494 (TRADE)

1 SERIES, 120D M SPORT, 2009, abs brakes alarm fitted cd player central locking diesel electric windows full service history immobiliser multiple airbags blue, 8178 miles, £19800, Ramsgate, 0844 856 4496 (TRADE)

1 SERIES, 118D M SPORT, 2007, abs brakes alarm fitted cd player central locking diesel electric windows immobiliser multiple airbags power steering adjustable steering column rear headrests height adj drivers seat, le mans blue, 47493 miles, £11400, Ramsgate, 0844 856 4496 (TRADE)

1 SERIES, 120D M Sport 2.0, 2010, abs brakes air conditioning alarm fitted alloy wheels automatic transmission cd player diesel drivers airbag electric windows front fog lights immobiliser metallic paint multiple airbags power steering sports seats traction control trip computer remote central locking remote audio controls adjustable steering column body coloured bumpers height adj drivers seat, titanium silver, 2539 miles, £23000, Ramsgate, 0844 856 4496 (TRADE)

1 SERIES, M-Sport, 2006, abs brakes air conditioning alloy wheels cd player central locking diesel drivers airbag electric windows front fog lights immobiliser power steering single cd player traction control trip computer remote central locking isofix child seat points remote audio controls adjustable steering column height adj drivers seat, black, 67000 miles, £9000, Ramsgate, 0844 856 4496 (TRADE)

1 SERIES, 118D ES 2.0, 2007, abs brakes air conditioning alarm fitted alloy wheels cd player diesel drivers airbag electric windows front fog lights full service history immobiliser metallic paint multiple airbags power steering trip computer remote central locking remote audio controls adjustable steering column body coloured bumpers 3x3 point rear seat belts height adj drivers seat, titanium silver, 15629 miles, £12000, Ramsgate, 0844 856 4496 (TRADE)

1 SERIES, 116i M Sport 1.6, 2007, abs brakes air conditioning alarm fitted alloy wheels cd player drivers airbag electric windows front fog lights full service history immobiliser metallic paint multiple airbags power steering sports seats trip computer remote central locking remote audio controls body coloured bumpers sapphire black, 42868 miles, £11500, Ramsgate, 0844 856 4496 (TRADE)

CITROEN

C2, CODE, 2008, abs brakes air conditioning alarm fitted alloy wheels cd player central locking drivers airbag electric windows front fog lights full service history immobiliser metallic paint multi cd player power fold mirrors leather interior power steering auto headlights and wipers remote audio controls rear headrests height adj drivers seat, black, 29000 miles, £5000, Canterbury, 0844 856 4494 (TRADE)

C2, 16v, 2008, blue, 55 miles, £12980, Canterbury, 0844 856 4494 (TRADE)

C2, VTS, 2007, abs brakes air conditioning alloy wheels cd player central locking drivers airbag electric windows front fog lights immobiliser power steering single cd player split folding rear seats, black, 30000 miles, £5000, Canterbury, 0844 856 4494 (TRADE)

C2, 1.6 HDI VTS, 2009, abs brakes air conditioning alloy wheels electric windows immobiliser metallic paint multiple airbags power steering front passenger air bag deactivation switch remote central locking isofix child seat points adjustable steering column height adj drivers seat space saver spare wheel, black, 5000 miles, £9000, Canterbury, 0844 856 4494 (TRADE)

C2, CODE, 2008, abs brakes air conditioning alarm fitted alloy wheels cd player central locking drivers airbag electric windows front fog lights full service history immobiliser metallic paint multi cd player power fold mirrors leather interior power steering split folding rear seats curtain airbags remote central locking auto headlights and wipers remote audio controls rear headrests height adj drivers seat, black, 29000 miles, £5000, Tunbridge Wells, 08448 759297 (TRADE)

C2, 1.1i Vibe 3dr Hatch, gj08aho, pas, abs, remote central locking, radio/cd, trip computer, passenger airbag, steering wheel reach adjustment, drivers airbag, isofix child seat anchor points, cloth seat trim, front head restraints, service indicator, audio remote control, full size spare wheel, steel wheels, folding rear seats, rear wiper, immobiliser, silver, 19750 miles, £5395, Tunbridge Wells, 01892 549766 (TRADE)

C2, GT 16v 3dr, ca04ywp, power steering, electric windows, air bag, cd player, colour coded body, cloth upholstery, rear wash/wipe, stability control, isofix, rear spoiler, folding rear seats, rear headrests, remote central locking, 16'' alloys, red, 31000 miles, £3999, Maidstone, 01622 200 100 (TRADE)

C2, 1.4i VTR 3dr Hatch, gj59eke, pas, abs, air conditioning, remote central locking, front electric windows, radio/cd, trip computer, passenger airbag, side airbags, electricdoor mirrors, steering wheel reach adjustment, drivers airbag, front head restraints, full size spare wheel, service indicator, steel wheels, immobiliser, rear headrests, isofix child seat anchor points, folding rear seats, body coloured bumpers, cloth seat trim, height adjustable drivers seat, rear wiper, sports seats, audio remote control, black, 25 miles, £7995, Tunbridge Wells, 01892 549766 (TRADE)

C3, 1.4i Desire 5dr Hatch Special Edition, gl56slz, pas, abs, air conditioning, remote central locking, front electric windows, radio/cd, trip computer, steering wheel rake adjustment, drivers airbag, rear headrests, isofix child seat anchor points, folding rear seats, service indicator, full size spare wheel, height adjustable drivers seat, steel wheels, front head restraints, audio remote control, 3x3 point rear seat belts, body coloured bumpers, rear wiper, cloth seat trim, immobiliser, blue, 13500 miles, £5395, Tunbridge Wells, 01892 549766 (TRADE)

C3, Exclusive Plus HDi 5dr, gf08kyp, air conditioning, power steering, electric windows, electric mirrors, cd player, twin air bags, colour coded body, remote central locking, grey, 66000 miles, £5490, Maidstone, 01622 200 100 (TRADE)

FIAT

500, 1.3 MULTIJET SPORT, 2008, abs brakes air conditioning alloy wheels bluetooth car kit cd player diesel electric windows immobiliser metallic paint multiple airbags power steering tonneau cover trip computer remote central locking remote audio controls, black, 29050 miles, £9000, Canterbury, 0844 856 4494 (TRADE)

500, 1.2 POP, 2008, abs brakes cd player electric windows immobiliser power steering tonneau cover remote central locking, bossanova white, 22365 miles, £7000, Canterbury, 0844 856 4494 (TRADE)

500, 1.2, 2008, blue, 55 miles, £14000, Canterbury, 0844 856 4494 (TRADE)

500, 1.2 SPORT, 2010, abs brakes air conditioning alloy wheels bluetooth car kit cd player electric windows full service history immobiliser power steering tonneau cover front remote audio controls, cha cha cha azure, 1500 miles, £10000, Canterbury, 0844 856 4494 (TRADE)

500, 1.4 16v T-JET ARBARTH with Upgraded Stereo/Alloys, 2009, abs brakes air conditioning alloy wheels bluetooth car kit cd player electric windows sports seats tonneau cover trip computer remote audio controls, white, 11600 miles, £13000, Canterbury, 0844 856 4494 (TRADE)

500, 1.2, 2008, black, 55 miles, £14000, Canterbury, 0844 856 4494 (TRADE)

500, 1.4 LOUNGE, 2008, abs brakes air conditioning alloy wheels bluetooth car kit cd player electric windows immobiliser multiple airbags power steering tonneau cover remote central locking remote audio controls, bossanova white, 9450 miles, £9000, Canterbury, 0844 856 4494 (TRADE)

500, 1.2 POP with AIR CON and BLUE, 2009, abs brakes air conditioning bluetooth car kit electric windows immobiliser multiple airbags power steering tonneau cover remote central locking remote audio controls adjustable steering column body coloured bumpers height adj drivers seat, white, 29645 miles, £7000, Canterbury, 0844 856 4494 (TRADE)

500, Pop, 2010, abs brakes bluetooth car kit cd player electric windows front fog lights immobiliser multiple airbags power steering trip computer remote central locking isofix child seat points remote audio controls, white, 5000 miles, £8800, Canterbury, 0844 856 4494 (TRADE)

500, Lounge, 2010, white, 11442 miles, £10000, Canterbury, 0844 856 4494 (TRADE)

500, Pop, 2010, white, 6 miles, £8000, Canterbury, 0844 856 4494 (TRADE)

500, 16v, 2008, cd player drivers airbag, red, 55 miles, £14000, Canterbury, 0844 856 4494 (TRADE)

500, 1.4 LOUNGE, 2008, abs brakes air conditioning alloy wheels bluetooth car kit cd player electric windows immobiliser multiple airbags power steering tonneau cover remote central locking remote audio controls, grey, 35101 miles, £8500, Canterbury, 0844 856 4494 (TRADE)

500, 1.2, 2008, black, 56 miles, £14000, Canterbury, 0844 856 4494 (TRADE)

500, Pop, 2009, metallic crossover black, 15527 miles, £8888, Canterbury, 0844 856 4494 (TRADE)

500, SPORT, 2009, abs brakes air conditioning alloy wheels bluetooth car kit cd player central locking electric windows power steering, white, 25726 miles, £8500, Canterbury, 0844 856 4494 (TRADE)

500, 1.2 LOUNGE, 2009, abs brakes air conditioning alloy wheels bluetooth car kit cd player electric windows immobiliser metallic paint multiple airbags power steering tonneau cover remote central locking remote audio controls, black, 2758 miles, £9000, Canterbury, 0844 856 4494 (TRADE)

500, 1.4 SPORT, 2008, abs brakes air conditioning alloy wheels cd player central locking electric windows full service history half leather trim immobiliser multiple airbags power steering sports seats tinted glass tonneau cover trip computer twin airbags lumbar support rear headrests height adj drivers seat space saver spare wheel, bossanova white, 15611 miles, £8000, Canterbury, 0844 856 4494 (TRADE)

500, 1.4 ARBARTH T-JET, 2010, abs brakes air conditioning alloy wheels cd player electric windows front fog lights immobiliser metallic paint sports seats tonneau cover remote central locking remote audio controls body coloured bumpers rear headrests height adj drivers seat, grey metallic, 9202 miles, £13000, Canterbury, 0844 856 4494 (TRADE)

500, Sport, 2009, abs brakes air conditioning alloy wheels cd player central locking drivers airbag electric windows immobiliser power steering, cream, 6481 miles, £8500, Ashford, 0844 826 5918 (TRADE)

500, 1.3 Mjet Lounge, 2010, abs brakes air conditioning alloy wheels bluetooth car kit cd player metallic paint mp3 player trip computer panoramic sunroof multi functional tunepoint (i-pod and mp3 connection) remote audio controls, grey, 4000 miles, £11000, Ashford, 0844 826 5918 (TRADE)

FORD

FIESTA, 5, ea04wfm, insurance group 5 abs air conditioning alarm alloy wheels body coloured bumpers drivers airbag electricdoor mirrors front electric windows front fog lights heated door mirrors height adjustable drivers seat immobiliser passenger airbag power steering radio/cd remote central locking steering wheel rake adjustment trip computer 3 owners history. moondust silver, 55000 miles, £4683, Crayford, 01322 281525 (TRADE)

FIESTA, 5, ls57oyb, insurance group 7 abs air conditioning alarm alloy wheels audio remote control body coloured bumpers drivers airbag electricdoor mirrors folding rear seats front electric windows front fog lights heated door mirrors height adjustable drivers seat immobiliser leather seats passenger airbag power steering radio/cd remote central locking trip computer 1 owner history. moondust silver, 26000 miles, £6000, Crayford, 01322 281525 (TRADE)

FIESTA, 5, ea54exn, insurance group 7 abs air conditioning alarm alloy wheels body coloured bumpers drivers airbag electricdoor mirrors folding rear seats front electric windows front fog lights heated door mirrors height adjustable drivers seat immobiliser passenger airbag power steering radio/cd remote central locking steering wheel rake adjustment trip computer service history. panther black, 56000 miles, £4000, Crayford, 01322 281525 (TRADE)

FIESTA, 1.6 Titanium TDCi *Keyless Entry*, 2010, abs brakes air conditioning alarm fitted alloy wheels cd player cruise control diesel drivers airbag electric windows front fog lights immobiliser power steering reverse parking aid trip computer twin airbags curtain airbags front parking sensors remote central locking quickclear windscreen remote audio controls adjustable steering column body coloured bumpers 3x3 point rear seat belts height adj drivers seat, colorado red, 3361 miles, £12000, Canterbury, 0844 856 4494 (TRADE)

FIESTA, LX TDCI, 2005, abs brakes air conditioning alarm fitted alloy wheels cd player central locking diesel drivers airbag electric windows full service history immobiliser metallic paint multiple airbags power steering single cd player split folding rear seats tinted glass trip computer remote central locking isofix child seat points remote audio controls adjustable steering column rear headrests height adj drivers seat space saver spare wheel, silver, 36000 miles, £4400, Tunbridge Wells, 08448 759297 (TRADE)

FIESTA, Zetec, 2008, abs brakes air conditioning alarm fitted alloy wheels cd player central locking drivers airbag electric windows front fog lights immobiliser metallic paint multiple airbags power steering single cd player tinted glass tonneau cover trip computer twin airbags remote central locking remote audio controls adjustable steering column body coloured bumpers rear headrests 3x3 point rear seat belts height adj drivers seat, silver, 41500 miles, £7300, Maidstone, 08448 759296 (TRADE)

FIESTA, 1.25 style, 2009, abs brakes air conditioning alarm fitted cd player central locking drivers airbag electric windows immobiliser metallic paint multiple airbags power steering single cd player trip computer twin airbags remote central locking body coloured bumpers rear headrests heated door mirrors height adj drivers seat, silver, 15358 miles, £7500, Maidstone, 08448 759296 (TRADE)

FIESTA, Finesse 3dr, y879tbj, power steering, air bag, radio cassette, cloth upholstery, rear wash/wipe, this fiesta is just one of over 180 cars that we are currently offering for sale. please click on the link to our web site to view our current stock. all our vehicles are inspected in our workshop and are prepared to the highest standard. red, 44600 miles, £1995, Plumstead, 020 8855 4000 (TRADE)

MONDEO, TDCI Edge, 2007, abs brakes air conditioning alloy wheels cd player central locking diesel drivers airbag electric windows front fog lights immobiliser power steering trip computer remote central locking, blue, 58000 miles, £5600, Canterbury, 0844 856 4494 (TRADE)

MONDEO, 2.0 Zetec TDCi, 2010, abs brakes air conditioning alarm fitted alloy wheels bluetooth car kit cd player climate control cruise control diesel drivers airbag electric windows front fog lights immobiliser metallic paint traction control trip computer front parking sensors remote central locking quickclear windscreen remote audio controls adjustable steering column body coloured bumpers 3x3 point rear seat belts height adj drivers seat, panther black, 2211 miles, £15500, Canterbury, 0844 856 4494 (TRADE)

MONDEO, Zetec, 2008, silver, 36872 miles, £10500, Ashford, 0844 826 5918 (TRADE)

MONDEO, TDCI Titanium X, 2008, abs brakes air conditioning alarm fitted alloy wheels cruise control diesel drivers airbag electric windows front fog lights immobiliser metallic paint multiple airbags power steering single cd player split folding rear seats tinted glass traction control trip computer remote central locking, silver, 39319 miles, £12000, Ashford, 0844 826 5918 (TRADE)

MONDEO, 2.0 TDCI Ghia, 2006, abs brakes air conditioning alloy wheels diesel electric windows front fog lights immobiliser metallic paint multiple airbags power steering trip computer remote central locking isofix child seat points remote audio controls adjustable steering column rear headrests 3x3 point rear seat belts heated door mirrors height adj drivers seat, black, 40358 miles, £6000, Ashford, 0844 826 5918 (TRADE)

MONDEO, Edge, 2009, abs brakes alarm fitted cd player central locking diesel drivers airbag electric windows immobiliser power steering split folding rear seats remote central locking remote audio controls body coloured bumpers rear headrests 3x3 point rear seat belts, grey, 35248 miles, £11125, Ashford, 0844 826 5918 (TRADE)

MONDEO, Titanium X, 2007, abs brakes air conditioning alloy wheels diesel drivers airbag electric windows front fog lights immobiliser multiple airbags power steering single cd player remote central locking, grey, 81300 miles, £9000, Ashford, 0844 826 5918 (TRADE)

MONDEO, Zetec, 2004, abs brakes air conditioning alloy wheels cd player central locking climate control drivers airbag electric windows immobiliser multiple airbags power steering trip computer remote central locking remote audio controls, octane blue, 102300 miles, £4000, Ashford, 0844 826 5918 (TRADE)

MONDEO, Zetec, 2008, black, 52400 miles, £10000, Ashford, 0844 826 5918 (TRADE)

MONDEO, Zetec, 2008, silver, 47421 miles, £9700, Ashford, 0844 826 5918 (TRADE)

MONDEO, 2.0, 2008, abs brakes cd player central locking drivers airbag electric windows front fog lights metallic paint, silver, 50 miles, £26500, Ashford, 0844 826 5918 (TRADE)

MONDEO, TDCI Zetec, 2007, abs brakes air conditioning alloy wheels cd player central locking diesel drivers airbag electric windows front fog lights immobiliser power steering trip computer remote central locking, blue, 42213 miles, £9000, Ashford, 0844 826 5918 (TRADE)

MONDEO, Zetec, 2009, abs brakes air conditioning alarm fitted alloy wheels cd player central locking diesel drivers airbag electric windows front fog lights immobiliser power steering split folding rear seats remote central locking remote audio controls body coloured bumpers rear headrests 3x3 point rear seat belts, silver, 35213 miles, £11300, Canterbury, 0844 856 4494 (TRADE)

KIA

CARENS, 2.0 GS 7 SEATER, 2009, abs brakes air conditioning alloy wheels cd player electric windows immobiliser multiple airbags power steering remote central locking, silver, 33000 miles, £8000, Canterbury, 0844 856 4494 (TRADE)

CARENS, GS AUTO, 2009, abs brakes air conditioning alarm fitted alloy wheels cd player central locking drivers airbag electric windows immobiliser metallic paint multiple airbags power steering single cd player split folding rear seats twin airbags remote central locking body coloured bumpers rear headrests heated door mirrors height adj drivers seat, star silver, 5800 miles, £9000, Maidstone, 08448 759296 (TRADE)

CARENS, GS, 2009, black, 30288 miles, £7000, Canterbury, 0844 856 4494 (TRADE)

CARENS, 2.0, 2008, black, 39 miles, £16000, Canterbury, 0844 856 4494 (TRADE)

CARENS, GS, 2009, silver, 35535 miles, £7000, Canterbury, 0844 856 4494 (TRADE)

CARENS, GS AUTO, 2009, abs brakes air conditioning alarm fitted alloy wheels cd player central locking drivers airbag electric windows immobiliser metallic paint multiple airbags power steering single cd player split folding rear seats twin airbags remote central locking body coloured bumpers rear headrests heated door mirrors height adj drivers seat, star silver, 5800 miles, £9000, Canterbury, 0844 856 4494 (TRADE)

CARENS, 2.0 TD Sr, 2008, blue, 164 miles, £16000, Canterbury, 0844 856 4494 (TRADE)

CARENS, 2.0, 2008, black, 56 miles, £16100, Canterbury, 0844 856 4494 (TRADE)

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2001 Y Reg SAAB 9-5 2.0T SE, 102,941 miles, 4 Doors, Automatic, Saloon, Petrol. Metallic Grey, 4 Owners. Heated door mirrors, ABS, Radio/CD, Rear headrests, Cruise control, Folding rear seats, Alloy wheels, Immobiliser, Side airbags, Leather upholstery, Front electric windows, Electric door mirrors, Rear electric windows, Remote central locking, Drivers airbag, Trip computer, Leather seat trim, Air conditioning, Radio/Cassette, Traction control, Body coloured bumpers, PAS, Climate Control, Service indicator, Electric mirrors, Remote locking ..**NOW £2,295**

2000 W Reg SAAB 9-3 2.0T, 5 Doors, Manual, Hatchback, Petrol, 70,471 miles, Metallic RED, 2 Owners. Central locking, Folding rear seats, Trip computer, Passenger airbag, Steering wheel reach adjustment, Cloth upholstery, Part Service History, Child locks, CD, Immobiliser, Side airbags, Front electric windows, Electric door mirrors, Rear electric windows, ABS, Headlight washers, Body coloured bumpers, PAS, Radio/Cassette, Air conditioning, Service indicator .....**NOW £2,295**

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DON'T MISS: Our 24-page Business Review 2010 supplement – pages 33-56

INSIDE THIS WEEK

RESPECT is an often cited but so often overlooked trait in business. But for the subject of our Big Interview this week, she believes whole heartedly in just that. It may just be the reason that at just 37 she has achieved so very much.

It is also a vital lesson for everyone to heed in such difficult economic times demonstrated by the loss of yet more jobs.

STEVE LOADER BUSINESS EDITOR
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Flagship centre's jobs blow to postal workers

By **JON COATES**
jon.coates@kosmedia.co.uk

HUNDREDS of postal workers will lose their jobs when a new flagship mail sorting centre is built in Kent.

Royal Mail bosses have decided to push ahead with plans to close four regional sorting offices and nine delivery offices.

As a result, about 400 of its 3,700 employees across Kent will be made redundant during the next two years. Royal Mail says it hopes to avoid compulsory redundancies during its modernisation plans.

But the Communication Workers' Union (CWU), which represents postal workers, doesn't believe this will be possible and fears further job cuts in future. Royal Mail announced on Friday, last week, that its proposal for a new super sorting office have been approved.

Transferred

The company wants to start operating the flagship centre in Rochester from 2012. This would make sorting offices in Tonbridge, Dartford, Maidstone and Canterbury obsolete.

But the offices in Tonbridge, Dartford and Canterbury will be retained as mail centres for deliveries, with work from smaller delivery centres transferred to them.

The delivery office in Tunbridge Wells will close, with its work going to the Tonbridge centre. Swanscombe, Longfield, Erith, Bexley and Belvedere delivery offices will move to the Dartford mail centre site.

And Whitstable and Herne Bay's delivery offices will be transferred to Canterbury.

The office in Maidstone will be sold, but a new mail centre will be set up in the county town.

ON THE CARDS: A new 'super sorting centre' for Kent's mail will mean big changes

Tom Willis, Royal Mail's South East operations director, said: "This decision represents a £70 million investment to modernise Royal Mail operations in Kent through new technology and working conditions for our people. This will enable us to invest in new, purpose-built buildings incorporating energy-saving measures and help us to reduce vehicle mileage by 600,000 miles a year.

"The new sites will house the latest machines for sorting mail, and we will be investing in more handheld tracking devices and a range of new delivery equipment better suited to the mix of mail we are now delivering to customers, which includes more packages and parcels."

Sir John Stanley, the MP for Tonbridge and Malling, who has campaigned for the Tonbridge centre to be retained and compulsory redundancies avoided, welcomed the news.

He said: "I have fought hard to keep the Tonbridge centre. I am sorry to see other delivery centres being closed, but pleased there will be work transferred to Tonbridge from Tunbridge Wells and investment in automation."

But Dave Banbury, secretary of the Kent branch of the CWU, said the job losses will be a further blow to the already low morale among postal workers.

He said: "We are concerned about the job losses as we do not think 400 people will be willing to volunteer for redundancy, so there may have to be compulsory redundancies. Royal Mail can offer alternative jobs in deliveries, but they may not be appropriate for people in their 50s and 60s who have spent years working in sorting offices and cannot carry large mail bags around.

"Workers have known about the plans for some time so are not shocked by the news, but there are concerns about their futures.

Campaign

"And we are not sure if the 400 job cuts will be the end of this or if more jobs will be lost in future years. Morale has been low among postal workers for some time and this will not help."

Mr Banbury added: "The CWU has also not accepted the closure of Whitstable and Herne Bay delivery offices. We are supporting campaigns to keep these offices open. We are concerned for our members and the public, who would have to drive into Canterbury, where parking is hard, to collect packages and parcels."

Royal Mail says it has been forced to consolidate its sorting offices into one giant centre because of the reduction in the number of people sending letters.

Mr Willis said: "By asking people to demonstrate a reasonable flexibility, we expect that everyone who wants to remain in Royal Mail will be able to do so."

Uplifting Kent images to lure tourists

VISIT Kent has unveiled a series of striking images for an advertising campaign designed to lure more visitors to the county.

The images were captured by leading photographer Jean Luc Benard, working for advertising giant M&C Saatchi.

They will form the backdrop of the Kent Contemporary campaign, rolling out on posters across London and further afield. It will run for three years and is the brainchild of Visit Kent, the county's private/public partnership championing the tourism industry for Kent and Medway.

In the last year, Visit Kent has been recognised with marketing awards from UKInbound and Tourism South East. The Kent Contemporary campaign is funded by KCC to support the 3,000 tourism, leisure and hospitality businesses whose visitors contribute more than £2.5 billion to the local economy each year.

The second series of Kent Contemporary photographs includes kite-surfers at Greatstone (pictured left); Chapel Down Winery at Tenterden Vineyard; The Historic Dockyard Chatham; TeePee at Wallett's Court Country House Hotel, Dover; and Shepherd Neame's Plough Inn, near Faversham.

Also being used is an image of Hever Castle, featuring a white horse and rider, designed to appeal to visitors during the 2012 London Olympics.

Visit Kent chief executive Sandra Matthews-Marsh said: "I'm confident this image of Kent will not only promote our county during 2012 but contribute to a much longer lasting legacy raising awareness of Kent as a great destination across the world."

BUSINESS WEEK

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Comment

SWITCHING on a computer can be a little like waiting for the upturn in the economy at the moment. You sit there patiently, waiting for things to warm up … and you sit and wait a little longer, assuming the upturn is going to come, but never entirely certain quite when you can get working to your full potential.

And so it has proved in the wider world. There is hope on the horizon. You just wish it would get a move on.

It is somewhat mirrored in the IT sector, too, right now. Google, which continues to raise the stakes in its battle against the all-dominant Microsoft, announced this week its new Chrome operating system was going to be delayed until next year.

It has already broadened its appeal to the business sector with its Google Docs online application which has given businesses new flexibility in storing and retrieving files online. With a new OS in the offering too, the chances are business could find some considerable enhancements.

Which, of course, is just what everyone hopes will be the case with the economy.

That when it does finally start to accelerate back into full health, opportunities present themselves which allow fresh revenue streams to be mined, and new ideas to take hold.

Just like Google, the ability to adapt to a changing market landscape and deliver exactly what is needed, is perhaps never more appropriate.

Everyone, whether they are in a big or small enterprise, needs to emerge fighting fit from this difficult lean period.

And, who knows, perhaps then we'll find that computers will finally ping into life in a matter of moments rather than minutes along with a rise in all our income levels.

It will happen. Let's all hope it's sooner rather than later.

BUSINESS EDITOR STEVE LOADER

Arctic weather adds to the economic storms

LAST week's heavy snow and freezing temperatures were a big blow to Kent businesses already struggling in the tough economic climate, ***writes Jon Coates***.

A business expert says the retail and tourism sectors were hit hardest in what is normally the start of a busy festive season.

Jo James, the chief executive of Kent Invicta Chamber of Commerce, has called for central and local government to look at how they can keep Kent's transport infrastructure open if the wintry conditions return.

She said: "I don't think there were many businesses in the county not affected by the weather. It had a big impact on the county at a time when businesses are suffering.

"This needs to be looked at urgently. Every time we get snow everything grinds to a halt, with trains and roads being unusable.

"Businesses need to be able to rely on the transport infrastructure as a lot of time has been lost through cancelled meetings.

"When we had similar problems in January there was talk of our rail operators learning lessons, but this hasn't happened."

And the big freeze has left retail and tourism sectors counting the cost at a crucial time.

Ms James said: "Retail and tourism need people to come to them, so were the hardest hit."

As a result of the Arctic weather, thousands of workers across the county were unable to get to offices, leaving companies facing a wage cost for 'snow days'.

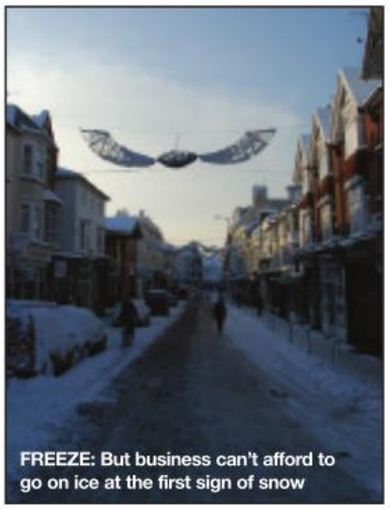
But an expert in employment law warned that employees should not just expect to be paid regardless and need to check their contract before deciding to stay at home.

James Willis, senior associate at law firm Thomson Snell & Passmore, said: "It is arguable that if an employee has not performed his normal duties, he is not entitled to his normal wage. However, this issue has not really been tested before the courts.

"Because the position is less than clear, it's important that people familiarise themselves with any specific policies their employers may have in place to cover situations such as this.

"Employees need to ensure they comply with such policies and act reasonably. This means making reasonable attempts to attend work and cooperating with any requests to undertake work from home, if appropriate.

"Then there is every chance their employers will be understanding of the situation and continue to pay them as normal."



FREEZE: But business can't afford to go on ice at the first sign of snow

SNOW and ice has clobbered Kent's businesses, with retailers and restaurant and bar owners among the worst hit. Some estimates place the total commercial loss across the South East at near £140 million.

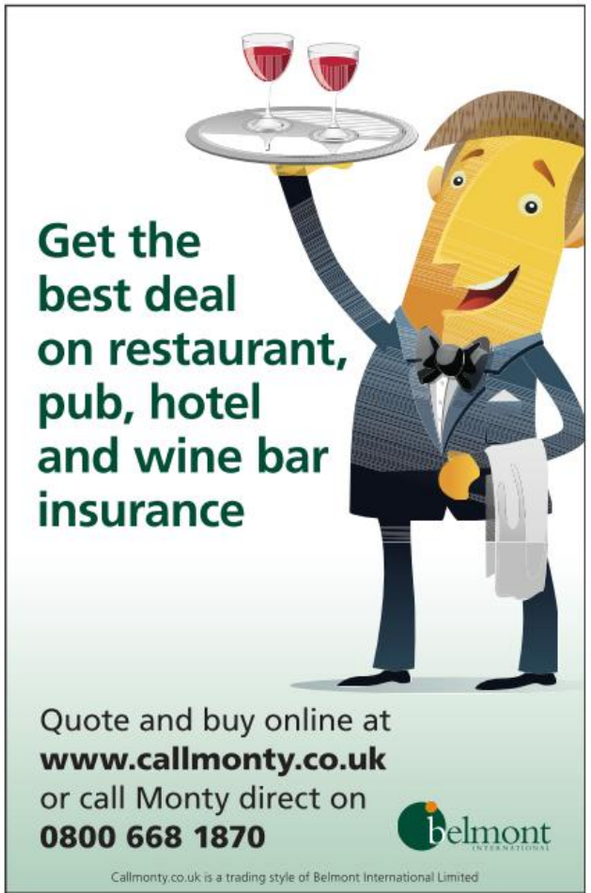
But with more snow predicted this winter, have Kent's businesses learnt from the freeze? David Armstrong (pictured right), associate director at Kent-based risk and insurance specialists Belmont International, fears not.

He said: "Kent's business owners and managers are a resilient bunch, but unfortunately this means they will often just pick themselves up and get back to business, suffering the same problems when bad weather returns.

"Some may see the measures needed to prepare for bad weather as costly, but compared with lost trade, continuity and customer service, the simple steps that could be taken are relatively cheap."

He said insurers and brokers offer clients advice and checklists on basic precautions against freezing weather, but here are just a few examples to consider:

- A building maintenance review, checking roofs, drains and gutters.
- Check water tanks and pipes are lagged.
- Drain the water system in unoccupied properties or keep the heating on, remembering to advise insurers if a building is to remain unoccupied for more than 28 days.
- Keep the heating on if the building has a wet pipe sprinkler system.
- Keep stock that can be affected by water damage off the floor.
- If possible, install automatic control valves designed to detect bursts and cut off the water.
- If pipes freeze, do not apply heat as this can cause them to burst.
- Ensure antifreeze in company vehicles is regularly checked.
- The legal minimum tyre tread is 1.6mm, but during winter a minimum of 3mm is essential.
- Employers need to consider the safety of staff and visitors attending premises. This could involve adequate gritting.
- Risk assessments must be undertaken for slips, and for businesses working in hazardous areas such as construction or working at height, a decision will need to be made as to whether work should be suspended.
- An assessment should be made on whether to send staff home early if dangerous weather is forecast.
- Keep emergency contact numbers – insurance, plumber, electrician – close to hand.



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SMALLER companies are being urged not to neglect credit checks during the Christmas rush. Carole Hughes, MD at debt collection agency Daniels Silverman, said: "As the Christmas season goes into full swing and businesses and consumers rush to beat the VAT increase, many SMEs will neglect credit checking.

"However, they do so at their peril and will pay the price later as customers default on payments for goods received in December. We see many SMEs that, buoyed by the prospect of a sale, have failed to follow fundamental credit checks to ensure they are dealing with a reputable company or individual, capable of fulfilling the payment terms agreed.

"A company working on a 20 per cent profit margin which incurs a bad debt of £20,000 will need fully paid up new sales of £100,000 to recover from the loss."

HOTEL chain Travelodge has acquired the former Kent International Hotel in Ramsgate and started a £2 million refurbishment.

The building overlooks the harbour and marina and comprises 57 en suite-bedrooms, restaurant, atrium bar, club bar, banqueting suite, and three large meeting rooms. It is now closed until summer 2011 for a makeover and will re-open with 68 bedrooms.

Travelodge has more than 450 hotels in the UK and is leasing the hotel from the Trustees of Morden College, who bought the hotel after former owner Rosslane Investments went into receivership earlier this year.

HADLOW College is to stage another Fresh Start open evening to attract new talent – young and old – to farming.

The college has a new maximum ranking from education watchdog Ofsted after being of the verge of collapse just a few years ago, a turnaround mirrored by agriculture itself, which is tipped to boom with greater demand for UK food production.

The informal meeting at the college, from 7pm on February 10, is designed to appeal particularly to those already in education, those who have always been fascinated by farming, and those who left the industry but want to come back. To confirm attendance, email susan.white@hadlow.ac.uk or call 01732 853266.

PLANS by the Government to create the best superfast broadband network in Europe by 2015 have been welcomed by the Confederation of British Industry.

A CBI spokesman said: "Now, more than ever, it is crucial that the UK can compete for business and drive economic growth on the basis of its digital infrastructure, particularly in industries where we have a natural strength such as the creative sectors.

"Government must now work with private sector operators to ensure they have the framework they require to invest with certainty and confidence in the UK market."

PLUMBING Trade Supplies (PTS) on the Deacon Trading Estate, Aylesford, is passing on green expertise to support students on the domestic plumbing course at Mid Kent College.

Students completing the L3 Domestic Plumbing course now need to complete additional units on solar power and energy efficiency. Paul Johnson, manager at PTS Aylesford, said: "It's important for the next generation to learn about renewable energy technology from the very beginning to make it a part of their service as standard, rather than seeing it as a specialist area."

Stuart Nice of MidKent College, said: "Renewable energy is really the future of the plumbing and heating industry so it is vital that we work now to both educate and inspire the students."

Chocks away for Olympics

BIGGIN Hill Airport has submitted a bid to become a gateway for the London 2012 Olympic Games, which would create up to 75 temporary jobs, ***writes Jon Coates***.

It is seeking approval from landlord Bromley council to extend its opening hours and carry fare-paying passengers during the global sports showpiece. If given the go-ahead, airport bosses say they will have to recruit additional staff to operate longer hours and handle the added security checks needed.

The former wartime fighter station has a 125-year lease with strictly enforced opening hours and regulations, which include a ban on passengers using the airport if they have paid a fare. But to be a gateway for athletics teams, governments and sponsor companies, airport managers say they will need more flexible operating hours and regulations.

A spokesman said: "During the Olympics, many events go on until late evening and programme highlights will frequently be at weekends, which is why the airport is proposing to amend the opening hours for this time."

He said Biggin Hill was bidding to be a gateway for London 2012 to help meet the demand for flights to and from the capital before, during and after the Games.

GATEWAY: Biggin Hill Airport

Olympics planners see Biggin Hill as a key site due to its extensive areas for aircraft parking. Airport bosses have submitted a bid to relax its opening hours and passenger restrictions from Friday, July 13, until September 23, 2012.

They estimate an extra 21 business flights a day would use Biggin Hill during the Olympics, in addition to the average 32 per day at present. The airport spokesman said this level was well below its authorised number of flights and well below its maximum daily rate at peak times of the year.

Biggin Hill would also not be looking to accept passenger services but just business jets that could carry a few fare-paying passengers. It wants to extend its operating hours on weekdays, currently 6.30am to 10pm, by an extra hour to allow flights up until 11pm.

And it wants to alter weekend opening hours from 9am to 8pm, to 6.30am to 11pm.

Airport chiefs have also proposed that a £3 departure tax be payable on all air taxis during the Olympics and a flight tax payable on all flights landing outside present operating hours. The revenue would go to Bromley council, in addition to the rent and share of revenues it already receives.

The spokesman said: "Businesses operating at the airport in the highly-skilled area of aviation engineering will also benefit, as will lots of suppliers of service and goods to flights and customers at the airport."

A decision from the council has been requested by December 23 to allow forward planning to proceed, as the Government needs to know airport capacities for the Games by January 7.

• ***Biggin Hill this week appointed Jenny Munro as its new managing director. She will join the airport from Dubai International Airports on March 1, where she is vice-president of development.***

Town on the fast track sees quick return

HIGH-speed rail services mark their first anniversary on Monday, with one town in particular having special reason to cheer.

Journey times from Ashford to London were slashed to just 37 minutes, giving the town a crucial competitive edge in attracting and retaining business and investors, according to business leaders. Their optimism would seem to be well founded. A recent study showed that towns connected to a new high-speed line saw economic activity rise by at least 2.7 per cent over nearby rivals. The research – by the London School of Economics and Political Science, and the University of Hamburg – also showed a direct correlation between increased market access through high-speed rail and a rise in GDP – and Ashford is already seeing evidence of how HS1 is boosting the town's investment potential.

Picture: ADY KERRY

JAVELIN: Train on HS1 line

Paul Wookey, chief executive of Locate in Kent, said: "We have a healthy pipeline of companies with potential projects looking at the area which represent an increase on figures this time last year. Our 2010 Perception Study indicated that companies that had so far not considered a Kent location were more likely to choose Ashford over any other town in Kent, and it was also the joint first choice among institutional investors and advisers."

Ashford commuters got their first taste of high-speed domestic travel in June, last year, when Southeastern introduced a preview timetable. By the time the full timetable was launched on December 13, the number of Ashford passengers using high-speed trains had increased by 120 per cent. At least 200,000 passengers are now travelling from Ashford by high-speed train every week, accounting for 50 per cent of all journeys from the town to the capital.

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Rural forum to the fore

A RURAL business forum has been launched – with the promise of more to come. The Yalding Area Business Forum aims to create a commercial network, sharing ideas and contacts to benefit firms of all sizes in the area, including Laddingford, Collier Street and Nettlestead.

Launched by the chair of the Network of Rural Business Forums (NRBF), Elaine Collins, representatives of firms with more than 100 staff to those working from home went along to join. It operates on a voluntary and non-profit basis. Annual membership is £50 a year. Mrs Collins, one of the founders of the Marden Business Forum, owns businesses in both Marden and Yalding.

ELAINE COLLINS

She said: "The unique strength with the Yalding forum is we are all local to each other and able to form a close business community which will benefit us all."

Members have free inclusion into a directory of local businesses which will be made available both in a printed version and online and delivered to all households and businesses in the area, further encouraging local people and businesses to use each other's services and products.

Mrs Collins said: "The NRBF has been set up for business owners to support businesses and the local economy. The plan is to help villages set up their own business forums, enabling them to network, build business and share expertise, while enjoying a vast array of free services at their disposal within their own community. The businesses attending were enthusiastic and inspired by how their new forum of local businesses would work and a number of volunteers stepped forward to help grow the organisation."

It is hoped new members will encourage others to join the Yalding forum and the NRBF will be organising its next networking event at the end of January, along with fortnightly business breakfasts. The next launch is for businesses in East and West Farleigh, Hunton, Linton, Coxheath and Tovil, to be held at The Bull, East Farleigh, from 6pm on Monday, January 17. A forum for Langley, Sutton Valence, Chart Sutton, and Leeds will launch two days later, on January 19.

Mrs Collins said: "We have benefits to match most types of organisations but believe in an approach which builds relationships on an informal basis, thereby building trust and a strong lasting social group of contacts who will be happy to recommend you in the future."

For details of upcoming events, see www.nrbf.co.uk or contact Mrs Collins on 07976 388821 or elaine@nrbf.co.uk.

Legal eagle's a

KOSmedia BUSINESS WEEK
THE BIG INTERVIEW

West Kent Chamber of Commerce and Industry chief Victoria Sampson is about to enter her second year as president of the body during one of the toughest economic periods of recent decades. She also knows this only too well in her 'day job' as a senior partner with Tunbridge Wells law firm CooperBurnett, where she specialises in company matters such as mergers and acquisitions, MBOs, and advice to shareholders, directors and partners. It's been a tough three years or so, she admitted to business editor STEVE LOADER, but not all gloom and doom …

VICTORIA SAMPSON

FOR a woman single-minded enough to become, at 37, the youngest ever president of her local chamber of commerce and a senior partner at a respected law firm, Victoria Sampson is unusually vague about what inspired her career path.

She recalled: "Going into law? No, I have no idea who, why or where that notion came from, but I was about 11 and once I had made up my mind then that was where I was going."

Born in Essex and benefiting from what she called an idyllic rural upbringing near Ipswich and then in Chelsfield, Kent, she completed her law degree but was unimpressed by experience of the faceless 'law factories' of London. She found her home at the well-established 10-partner practice, CooperBurnett, in Mount Ephraim, Tunbridge Wells, in 1996. A stellar rise followed and she was made a partner just five years later: "You can talk about not wanting to be a small cog in the machine or being a big fish in a small pond and so on, but I always wanted hands-on responsibility from the start. I came here and just loved it straight away. We have a flat management structure that attracts people like me anyway. You can't hide here and we have an incredibly loyal and experienced staff."

As head of the firm's commercial team and chamber president, Victoria is well placed to view the Kent economy and speaks positively about where it goes from here.

"Viewing my particular sector, commercial

VICTORIA SAMPSON'S CV

- 1994 – completes law degree at London South Bank University followed by one-year post-graduate course at University of the West of England, Bristol
- 1995 – training contracts in London
- 1996 – joins CooperBurnett in Tunbridge Wells
- 1998 – qualification as solicitor
- 2001 – made partner and then equity partner

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dove at heart

development work is dead due to lack of [bank] funding, but we are seeing more private money coming into private development.

"And we have been able to put our clients together here; the banks are tied in terms of what they can do, but private investors are looking for better returns on their money and the recipients are saying, 'I can't borrow the money from the bank but I need to do this project – so I'll pay a little bit more to get that cash'.

"That's something I've been pleased to both observe and be involved with and, while there is less development work, there is now more contract work and a lot more intellectual property work. The latter was always a valuable asset to businesses, but they didn't know it. It could be their brand, their strapline, their website – all have a value when they come to sell their business and firms recognise increasingly that they must protect and maintain its value."

BUT sometimes legal process is a long drawn out one and Victoria is hot on maintaining contact: "If I ask someone to deliver a professional service and I don't hear anything for a while then, understandably, I get nervous."

It is a principle she carried over to the 350-member West Kent Chamber of Commerce and Industry, since taking the presidency earlier this year, and has led to a network of chamber 'ambassadors'.

"Their brief is to communicate to members what the chamber can do for them and, equally, what they might do for the chamber. What benefits do we offer? What do we need to hear from you to feed to the local council, for instance?"

The effort has also opened up better communications with Tunbridge Wells Borough Council: "We've learned that the council actually wants to hear what we have to say, when I had perceived the authority previously as a closed entity."

Other initiatives arising from the enhanced chamber communication is the launch of business advice clinics for small businesses – outside firms as well as chamber members – starting in January to augment an existing chamber advice line.

VICTORIA explained: "They can come and see a professional to get niggles ironed out and on a confidential basis. What people shouldn't do is just make do – they must seek advice."

This also chimes with her view that all businesses need to co-operate more on a local basis to survive in a global market: "We co-operate well here with neighbouring law firms and I would hope that members of our business community across the board are helping each other.

"Our firm is a member of the Kent Corporate Financial Alliance, which asks, 'Why go to London or Crawley for a service, when you have some fantastic businesses in Kent? It's been really pleasing in the last few years to see everyone making this collegiate effort to support each other. When the good times return, we'll know who our friends are and we will reaffirm the relationships."

SHE was heartened, too, that many firms, including her own, did not fall to the knee-jerk reaction in recession and shed jobs: "It was essential for us to retain our key staff. That's not just solicitors, it's accounts people, secretaries, our receptionists – front of house is key. We are then perfectly placed for when demand for legal services comes back to something like normal."

However, she accepts that this could be wishful thinking for some with the so-called 'Tesco Law' scenario imminent – the new Legal Services Act comes into play next October, allowing outside companies to compete in areas once ring-fenced for the legal profession.

"On the other hand," she added, "most law firms in Tunbridge Wells are not worried by Tesco Law. Those that should be are the ones elsewhere geared up for a particular area such as conveyancing at a fixed rate, remortgages and so on.

"As a firm we do not sell ourselves on price. We sell ourselves first on service and that is reflected by the huge amount of retained business we have and, while we can't hold ourselves up to be experts in everything, we have the ability to do most things.

"We are not an old-fashioned law firm, but we are not one of those glossy law firms that has harnessed social media like Twitter and Facebook either, though quite a lot of my colleagues are on Linked In; a useful tool, especially for keeping in touch with contacts during recent shake-ups in the banking sector, for instance.

"And retaining good clients does our marketing for us, because they recommend us to new clients."

Away from work, Victoria has belatedly become keen on gardening at her Tonbridge home and she plays golf, but recently gave up netball.

She also loves animals and has three cats. "Animals are a great comfort when you have a busy life and cats are 'cool' because they choose you – you can't put them on a lead and say, 'Right, you're coming with me'.

Unusually, she also keeps doves: "I had always wanted a dovecote. Doves are the most beautiful things, but silly as anything, which is why magicians use them – if you put them in the dark they remain completely still."

From an original pair that arrived last Christmas, she now has five birds.

VICTORIA'S TOP TIPS

- Be yourself, and be consistent – "People respect you for being true to yourself."
- Watch your cashflow – "Obvious perhaps, but our practice suffers from people using us like a bank and while we are big enough to support ourselves, this can cripple small businesses. There can be a case for extending credit to a client, but they need to know there is a value attached to that. And does the fact that we are sometimes paid late, mean we pay our suppliers late? Absolutely not. I hear so much of this from small businesses, particularly about the big boys who are saying: 'We're going to delay payment to 90 days instead of 60 – what are you going to do? You need my business.' I find that very distasteful. There needs to be respect throughout the chain. We would never pay late and as a result get fantastic service.
- Talk to staff – "When we had some rough times and had to make pay freezes, we made sure we spoke to employees throughout. Leave staff wondering what's happening and they could come to their own conclusions and jump ship – the last thing we would want. Gossip can be so destructive."

NETWORK: Victoria with Peter Carter, of marketing firm Image Matters, at a West Kent Chamber event

FEATHERED FRIENDS: Victoria keeps doves and has five "beautiful but silly as anything" birds

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Timeline

KOS Media sport takes a look at the highlights of all the sporting action from the last 50 years

1960 **50 YEARS AGO:** ON a busy weekend for the county's football club, Gillingham moved up to 12th in Division Four of the Football League with a 4-2 win over Exeter City at Priestfield, a result that saw the visitors remain anchored to the foot of the table and in the relegation zone.

The game of the day took place at Watling Street, where Dartford were beaten 4-1 by neighbours Gravesend & Northfleet in the Southern League Premier Division, though elsewhere in the same division Tonbridge Angels suffered a 3-0 defeat away to Hereford United.

Sittingbourne were among the county's biggest winners, routing Nuneaton Borough 5-1 away in Division One.

Bexleyheath & Welling enjoyed an equally emphatic 6-2 win at home to Merthyr Tydfil, but Margate were held to a 1-1 draw at Cambridge United, Ashford also drew 1-1 at Corby, and both Ramsgate and Tunbridge Wells lost at home, going down 2-4 and 2-3 to Hinckley and Kettering respectively.

1985 **25 YEARS AGO:** ENGLAND youth rugby coach RM Williams hit out at declining standards in the 15-man game, saying the national team would suffer if schools continued to focus on exam results at the expense of "all-round education".

Williams, also the coach at Sevenoaks School, said: "Schools increasingly regard themselves as academic institutions rather than education ones, with the result the value of serious sport is reduced both in the eyes of parents and pupils.

"[Schools] have a duty to provide their pupils with the opportunity. If they continue to abdicate that responsibility it may be more than the England rugby team who come to rue it."

2000 **10 YEARS AGO:** A LATE goal from Welsh international Chris Llewellyn condemned Gillingham to defeat in Division One of the Football League.

The Gills shrugged off an early blow when they lost Marcus Browning to injury after just 10 minutes, forcing player-manager Andy Hessenthaler to come off the bench, but in front of a crowd of 16,725 at Carrow Road the Gills looked like hanging on for a point until Llewellyn scored with a spectacular effort 12 minutes from time.

Canaries boss Nigel Worthington said: "We had to stand up to Gillingham and match them physically, toe-to-toe and I thought all our players did a terrific job."

The non-league programme continued to be hit hard by the weather, with Tonbridge Angels in the middle of a month-long run of postponements.

If you've been tempted to feel sorry for Australia during the past couple of weeks, don't. Since Kent's Ivo Bligh captained England to victory in the first Ashes tour back in 1882, it's generally been all downhill and often agonising to watch. Sports reporter **FRED ATKINS** looks at five of the county's players to have made the tour Down Under

Ashes to Ashes

IVO BLIGH 1882-83

WHEN Ivo Bligh skippered England to victory in the first ever Ashes tour it was arguably a high watermark for Kent players in the Ashes.

By contrast the nadir would have to be Geraint Jones telling Shane Warne he was only in the side for his batting in 2006, possibly the most fate-temptingly premature 'sledge' of all time.

Bligh's first act as skipper in the 1882 series was to lose the toss in the first Test at Melbourne, and with the Aussies limited to 291, England's reply got off to a disastrous start when Bligh was bowled for a duck. He dropped down the order in the second innings but made just three as England lost by nine wickets.

Bligh then masterminded a dramatic turnaround in the second Test, also at Melbourne, which England won by an innings and 27 runs, though he was again bowled for a duck.

In the decisive third Test Bligh dropped himself further down the order, making 10 and 17 not out, but also claimed two crucial catches as Australia were all out for just 83 in their second innings, losing by 69 runs.

COLIN BLYTHE 1901/02 and 1907/08

THE story of Deptford-born Colin Blythe remains one of the most fascinating of all cricket's tragedies.

A graduate of the famous 'Nursery' at Tonbridge's Angel ground, Blythe was a slow left-armer who could infuriate opposing batsmen by dismissing them with his 'dolly drops'.

He took exactly 100 wickets in 19 Tests but his statistics mask the real story – that Blythe was an epileptic who suffered suspected fits during Test matches. He made his debut in the first Test in Sydney in 1901 and took 7-56 in England's victory.

That however, was as good as it got for Blythe. England lost the series 4-1 – the same margin they lost by seven years later, when Blythe was dropped after taking just two wickets in the first Test.

ON TOP: England lead 1-0 after an innings victory in Adelaide this week

COLIN COWDREY 1954-1975

THE bookends of Cowdrey's career were to be found in Australia.

He made his debut as a 21-year-old in Brisbane in 1954, making 40 and 10 in an otherwise humiliating defeat for the tourists.

He made just seven 21 years later in his final Test, which England won by an innings to salvage a 4-1 result at the end of an otherwise desolate series.

Cowdrey's average during a record six tours of Australia was a respectable 35.95, including four centuries, though this was some way below his Test average of 44.06.

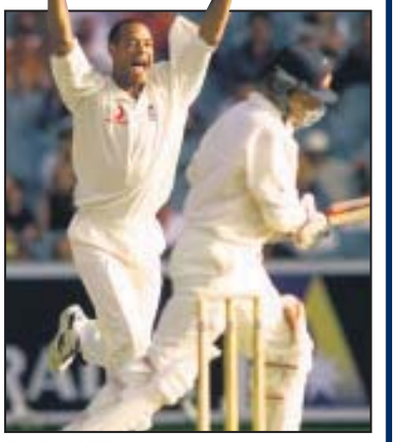
For all his excellence as a batsman you can state a case that Cowdrey (pictured below) is most famed for the way he disarmed fast bowler Jeff Thomson – a man whose main aim in life was to keep ambulance drivers in employment – in the second Test of that final tour.

"I don't believe we've met," he said, using his perfect Tonbridge School manners and offering Thomson his hand. "My name's Cowdrey."

MARTIN McCAGUE 1994-1995

YOU would have needed a heart of stone not to laugh at Mitchell Johnson's travails during the first Test at the Gabba, but for another Australian-raised cricketer it might have made for uncomfortable viewing.

It's easy to forget that when Martin McCague was first selected for England back in 1993 he was considered one of the country's top prospects.



ON TARGET: Headley took 6 for 60 in 1998

The England selection process at the time seemingly consisted of looking at bowling figures on Ceefax so it was only a matter of time before McCague, who qualified for England via his Northern Irish birthplace, got his chance.

He took four wickets in a drawn game at Trent Bridge and at the time that passed for a triumph by English standards, but McCague was subsequently dogged by injuries and when he was selected to tour Australia in 1994 it was a surprise.

McCague was chosen for the first Test at the Gabba, where he was flayed alive by Michael Slater and his statistics, 19.2-4-96-2, mask the fact that in terms of accuracy he made Devon Malcolm look like Glenn McGrath.

DEAN HEADLEY 1998

WHILE we contemplate a few 'what ifs', how good would Kent have been had McCague, Alan Igglesden and Dean Headley ever been able to play together consistently during the 1990s?

Headley enjoyed his finest hour in the fourth Test in Melbourne in 1998, when set a target of 175 to win, he offered a glimpse of greatness, taking 6 for 60, including 4 for 4 from 14 balls to give England a 12-run win.

A spellbound Nasser Hussain was moved to say he couldn't imagine an England side without Headley in it, but sadly he had to – just 18 months later a back injury forced him to retire.

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Sevens ace caps fine year in Dubai

Caprice stars in England's World Series success

By STEVE TERVET

AN EXTRAORDINARY year reached new heights for rugby sevens player Dan Caprice last weekend as England won the first World Series event in Dubai.

The 21-year-old, born in Chatham, looked to be exiting the competition early when England suffered a shock defeat to Portugal, but they embarked on a remarkable winning streak which culminated with victory over reigning champions Samoa on Sunday.

Caprice crossed for tries against France, Fiji and Australia, but England did things the hard way as they came from behind in their four knockout games to prevail.

Former Sevenoaks schoolboy Caprice is a full-time member of the England sevens set-up, although he spent last season playing for Blackheath in National 1.

Yusuf Ibrahim, Blackheath's performance director, said: "After all the promise he's shown over the last couple of years, he's just starting to really kick on.

"It looks like he's become a fixed member of the sevens squad and that's always been his goal, to go from being a fringe player to being a main player.

"He'd just got into the squad last year and I know one of his targets was to become one of the first names on the team sheet and he's certainly in the top two or three now. He's worked his way up and he needs to take a lot of plaudits for that."

Caprice played seven events in last season's World Series, but the winger really cemented his reputation as a major weapon for England during their run to the Commonwealth Games semi-finals in India.

A former Maidstone junior, Caprice also worked with Ibrahim during his time with the Kent county sides and the Blackheath chief backed him to reach even greater heights over the next 12 months.

"I think he'll be critical for England," Ibrahim said. "He's only young so he'll be a mainstay if he carries on and it looks exactly like that's what he's doing.

"He takes his sport very seriously, he's dedicated and he analyses what he's doing. I coached him at Kent when he was 13 or 14 and he was a bright spark then, a fantastic lad to work with."

Caprice and England are targeting a repeat of their success as the World Series continues in South Africa this weekend, before heading to New Zealand and the USA for another double-header in February.

Picture: GETTY IMAGES

CHAMPIONS: Dan Caprice (front left) and his England team-mates celebrate Dubai victory

Kent sport stars have their say on twitter

As part of our new weekly series, we bring you the pick of the week's tweets from the county's sports stars

ENGLAND may not have wrapped up victory in the second Ashes Test until the wee small hours on a school night, but there were plenty who stayed up to watch Ricky Ponting's men suffer.

Kent skipper Rob Key wasted little time in getting his thoughts out in cyberspace, bigging up spinning extraordinaire Graeme Swann (pictured). @robkey612: "Spinners under massive pressure on turning pitches. Takes a serious bowler to deliver well done England and Swanny best spinner in the world."

Charlotte Edwards, Kent and England women's captain, was another burning the midnight oil, but her thoughts had quickly turned to the third Test in Perth. @Lottie2323: "Great Win for the boys in Adelaide!! Who will replace Broad and who on earth are the Aussies gonna pick for the next Test???"

When not Tweeting, Sevenoaks race walker Tom Bosworth has spent much of his week hanging around car parks talking to strangers. It's nothing untoward, he just appears to need a new car battery. @TomBosworth: "Why does my car keep dying! I have had to ask random people in Morrison's car park if I can jump my car off theirs!"

With the weather finally improving, Gillingham were due to finally resume their season this weekend, almost three weeks after winning at Barnet. Winger Dennis Oli is closing on a return after hamstring problems, but his main concern was another barnet. @dieselexpress: "About to get a trim, held out for 4 weeks but this hair is growin out of control. Dax, a wave cap and dorag can only do so much."

Follow us at www.twitter.com/kentsport for the latest sports news from around the county

Picture: IGOR KUPCO

Picture: NICK DUNGAN

DELAY: Folkestone (left in green) will have to play their Kent Vase tie in January, but Sevenoaks (right in navy) were lucky enough to book a place in round three before the snow disrupted games

Snow takes toll on cup ties

FROZEN pitches have caused problems for the county's knockout rugby competitions, although the fixture backlog is not expected to rival the chaos of last season.

With ties called off in both the Kent Cup and Kent Vase, eight of the county's clubs now face an early start to the New Year, having failed to fulfil their cup commitments by the original deadline.

However, Tim Fagg, the Kent RFU chairman of competitions, remains confident there will be no repeat of the mad scramble to accommodate cup fixtures when heavy snow fell at the start of the year.

At one point, the completion of the Salver and Plate competitions was in severe doubt as rearranged league fixtures swallowed up free weekends, but Fagg acted in the summer to ensure a less hectic calendar this term.

Blackheath's trip to Old Elthamians is one of three Kent Cup second-round games due to go ahead on the weekend of January 2, with Sittingbourne's Kent Vase game against Brockleians also likely to take place then.

Fagg said: "At the moment, this is the weekend unless they can arrange to play midweek, under lights.

"I've delayed the next round until February 26, so there is a bit of leeway and if people don't like it they can always arrange another date and come back to me."

Sevenoaks avoided any fixture congestion by securing their passage to round three with a 35-22 victory over London 1 South side Beckenham at Knole Paddock on November 7.

Among the sides still battling the backlog, though, are Folkestone, who must travel to Old Dunstonians in January.

WIN! A copy of Aggers' new annual

JONATHAN Agnew's Cricket Year 2010 is the perfect Christmas present for all cricket fans.

Just published, the new-look 29th edition of this popular annual has 256 pages packed with authoritative comment, reports, analysis, statistics and hundreds of evocative pictures.

Agnew, the highly-respected BBC cricket correspondent and Test Match Special commentator, is in his 12th year as editor and is joined by the likes of Christopher Martin-Jenkins, Simon Hughes, Vic Marks, John Emburey, Tony Cozier and Marcus Trescothick – plus a team of county and special guest writers – in reviewing the last year in English and international cricket.

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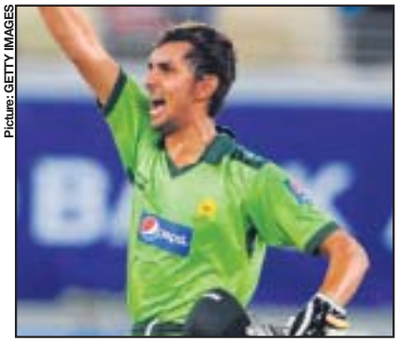
Winners, chosen by draw, will receive their copies of Jonathan Agnew's Cricket Year 2010 (TME Publishing, £24.99 RRP) in the post soon after the competition deadline.

Picture: GETTY IMAGES



RED TAPE: Zulqarnain Haider's chances of a move to Lashings look to be in doubt

Bureaucracy a blow to Zulq's Lashings move

THE CHANCES of Zulqarnain Haider signing for Lashings receded this week, after the club's owner David Folb said bureaucratic red tape had put a possible move for the Pakistan wicketkeeper on hold.

Folb met with Zulqarnain on Sunday after returning from Abu Dhabi, where he was finalising details of the Kent club's 2011 tour.

Although the Lashings chairman says the meeting was positive, he is concerned about the wicketkeeper's residential status.

Zulqarnain applied for asylum in the United Kingdon after fleeing from the Pakistan squad during the series with South Africa in the United Arab Emirates last month, claiming he had been threatened by a match-fixing ring.

Lashings immediately offered Zulqarnain a place in their squad for 2011, but Folb now admits the situation has become complicated.

"We were hoping to sign him and thought we had a good chance of doing a deal," he said. "I spoke to his people and then called Zulqarnain before I went to Abu Dhabi and we agreed to meet when I got back.

"We met face-to-face for the first time on Sunday night and he's a lovely guy, but he's obviously worried about his residential status and how long he's going to be able to stay in the country."

Folb did not rule out a deal, but said that the paperwork needed to be in place.

"He is obviously concerned with sorting out his work permit at the moment and he needs to dot the i's and cross the t's. We would also need to get clearance from the ECB to play him."

Lashings have in the past offered a safe haven to Pakistan's Rashid Latif when he was shunned by the Pakistan cricket establishment for making allegations of match-fixing.

They were also heavily involved in bringing Zimbabwe's Henry Olonga to the UK after the black armband protest at the 2003 World Cup that put his life in danger.

Pictures: NICK DUNGAN

THREE-PRONGED ATTACK: (l-r) The Ford Focus, a dedicated team, and Ben 'The Stig' Collins could drive Motorbase Performance to success

Team Focus on title

TOM HOWARD talks to David Bartrum, owner of Wrotham-based team Motorbase Performance, who is confident his crew can follow up their most successful season by landing the British Touring Car Championship after securing three new cars

KENT racing team Motorbase Performance will be considered British Touring Car Championship (BTCC) contenders after announcing they will run three title winning cars next year.

The Wrotham-based squad, who finished second in the Independent Championship in their most successful season to date, will run three Ford Focus cars, instead of the two BMW saloons used since 2008.

The move should propel them to the front of the 2011 BTCC grid and a tilt at the title, possibly with Ben Collins, formerly BBC Top Gear's The Stig, as one of a three-pronged driving attack.

The Ford cars were deployed by Team Aon last season and they quickly became the pick of the field, winning seven races on the way to the Independent Teams' title. They also only narrowly missed out on the overall title.

Motorbase, owned by David Bartrum, began life as a Porsche Carrera Cup outfit in 2004, but have expanded rapidly over the last six years to become one of the leading teams in British motorsport.

Bartrum is convinced, although conceding a new car will be a challenge, that his privateer team will be fighting for the coveted BTCC crown next season.

Progression

He said: "I hope we will be title contenders and it should move us up the grid. The move is certainly progression for the team. We had come to the end of the BMW's development and the Ford with the new turbo engine will be much quicker and there are plenty of development options.

"Obviously learning a new car will take us time, but we will get there and it is a good move for the team."

The driver line-up for next season is yet to be confirmed, but this week's announcement has increased interest in the team.

Motorbase are keen on using Collins, who raced for the team in the final round of the championship at Kent's Brands Hatch in October, and hope to renew Mat Jackson's contract after a good season in the BMW.

Bartrum said: "We will announce the driver line-up in due course, but we do have one confirmed for next season. We are in talks with Mat Jackson and would like to keep him, but there is interest in him from elsewhere. We have already tested Tim Bridgman, and Collins is certainly a possibility."

The team are expected to shakedown their new cars for the first time in January, a full three months before the season begins at Brands Hatch on April 3.

Maidstone await eye-gouge hearing date

MAIDSTONE Rugby Club will finally discover in January what action they will face for the deliberate gouge which blinded Gravesend player Clarence Harding in one eye.

After two weeks of silence, the RFU this week summoned the county town club to a hearing early in the New Year after a disciplinary panel ruled a Maidstone player deliberately injured Harding.

The incident, which happened in a Kent Cup tie at The Mote on January 17, left Harding with no sight in his right eye, but a police investigation found insufficient evidence to bring charges.

Maidstone player Matt Iles was cleared of making contact with Harding's eye or eye area, at an RFU disciplinary hearing on November 23, although the panel made it clear the injury had not been the result of a tragic accident.

Under rule 5.12, which covers acts prejudicial to the interests of the game and/or union, Maidstone could face a fine, points deduction or even relegation for the incident.

Chairman Andy Golding confirmed the club had heard from the RFU this week after a frustrating interim period which saw the union's legal team debating what steps to take.

With cases of this nature so rare, RFU bosses have been mindful of setting the correct precedent, with Maidstone potentially facing a heavy penalty for the actions of one player.

DEAL & Betteshanger have decided to appeal against the 15-point deduction handed down by the RFU for the abandonment of their league game against East Grinstead.

The Lions will be left facing a relegation battle in London 2 South East if the sanction is upheld or increased, but club bosses reached their decision on Monday after lengthy deliberations.

Fighting involving players, coaches and supporters from both sides broke out during the fixture on October 30, with referee Steve Halligan halting play after only 18 minutes.

The club are appealing not against the decision, but the severity of the sanction.

Golfers back to Q-School in fight for European Tour cards

PLACES on the Ladies European Tour (LET) are at stake for two Kent golfers next week in the final stage of Qualifying School.

Dani Masters and Claire Aitken are among a field of 104 battling for the 30 available cards which will allow access to the LET's events next season.

Both have reasons to be confident as they head to the La Manga resort in southern Spain after coming through pre-qualifying at the club earlier this month.

Masters, from Maidstone, fell at this hurdle a year ago, but showed the best form since losing her card due to injury in 2008 by finishing fourth out of 80 players in qualifying.

She said: "I'm very happy with it. I think it was the first time I carded two rounds under par in the same event for about two years. With Qualifying School you have to just see what happens – it's completely different from anything else as the prize at the end is your livelihood, it's massive."

Aitken also comfortably made the cut. Although the 24-year-old has yet to finish in the top-20 at an event in her two seasons on the LET, the Gravesend golfer has performed well in the Q-School pressure cooker to qualify for the past two years.

The gruelling five-round event begins on Wednesday, log on to www.kentsport.co.uk to follow the pair's progress.

Pictures: ADY KERRY

LAST CHANCE: (l-r) Claire Aitken and Danielle Masters are among 104 golfers fighting for 30 tour cards

Will Gills spill the beans for Danny?

Lack of funds could prove obstacle to new contract

Picture: ADY KERRY

POSITIVE: Danny Spiller feels he has done enough to extend his stay at Priestfield

By DAVID PRITCHARD

TALKS to extend Danny Spiller's short-term contract are expected to begin shortly, but negotiations could be hampered by constraints in Gillingham's playing budget.

The 29-year-old arrived back at Priestfield this summer on trial, three years after leaving for Millwall.

Energetic performances in pre-season prompted Gills boss Andy Hessenthaler to make an offer, but with a hip injury restricting Spiller to just 18 league appearances since departing in 2007, he was handed a deal which expires at the end of December to prove himself.

The combative midfielder dispelled fears about his fitness by playing every minute of the club's first 12 games of the season. Before this weekend he had featured in 15 of the Gills' 18 games in League Two.

Spiller believes he has done enough to warrant an extension and insists there is no concern in Gillingham waiting until the final month of his deal before beginning negotiations.

"I've spoken to Andy Hessenthaler a couple of times and hopefully we can get something sorted out as soon as possible," he said. "I will have to sit down with the manager and chairman in the next week.

"I'm not anxious, I feel I've performed well and have played nearly every game. I feel positive in myself that I can sign a new contract here and be a permanent fixture at the club."

Hessenthaler has always spoken highly of Spiller this season, but was more reticent when asked this week. The main sticking point is likely to be financial, as Gillingham look to cut a playing budget which has been stretched all season.

With several key personnel on the verge of returning to the fold after long-term injuries, the logic of retaining such a large squad becomes more questionable.

Hessenthaler said: "We'll be sitting down with him before the end of the month. There's no decision to be made at the moment.

"Danny's done fine, you know what you're going to get from him, he gives us everything in training and on match days. I have been pleased with him, we just have to sit down and look at the budget because we have got a lot of players and see where we go from there."

Delays could be costly if the Gills do decide they want to keep him. League One leaders Brighton are rumoured to be interested, although Spiller denies they have been in contact with him.

The fans' favourite, who turned down a provisional offer to play in Major League Soccer with Chicago Fire to join the Gills, is flattered by the rumour, but reiterated his desire to stay.

He said: "It's an honour to be linked with such good clubs, but all I have in my mind is getting Gillingham into League One and playing against these sorts of teams."

A ONE OFF: Dover's gold kit for their FA Cup third round tie at Huddersfield

Whites going for gold in the cup

DOVER Athletic will adopt an unfamiliar gold strip for next month's FA Cup third round tie against Huddersfield Town.

The Conference South club, who have enjoyed an impressive run in the cup having knocked out League Two sides Gillingham and Aldershot Town, will mark their third round tie by wearing a new limited edition gold kit.

The decision has been made as a result of a kit clash between Huddersfield's blue and white shits and Athletic's white home and blue away strips.

Supporters will now be able to purchase the new kit with a certificate signed by chairman Jim Parmenter, manager Martin Hayes and selection of the squad for £50.

The club have been awarded 4,000 tickets for the tie, on January 8, which went on sale for the first time at yesterday's league game against Maidenhead United.

The Whites have also announced they will be flying their first-team, staff and a selection of paying supporters to the game in a chartered private plane from Manston International Airport on the morning of the game.

Picture: PHIL HOUGHTON

Ex Fleet chief says owners should sell up

DEPARTURE: Brian Kilcullen lost confidence in Fleet's web-based ownership model

HAVING stepped down from the Ebbsfleet United board this week, former chairman Brian Kilcullen has urged the MyFootballClub website owners to sell the club.

Kilcullen, a director at Stonebridge Road since 1999, admitted he had lost all confidence in the web-based ownership model, with membership renewals set to drop again in February.

"The way things are being run by the main owners, some things concern me," he said. "I've asked them to try to get them resolved, but they haven't. As a minority shareholder, I wasn't kept informed of what was going on.

"In general, some of the overall management is not to the standards I'd expect and I wasn't comfortable working in that environment."

Ebbsfleet manager Liam Daish lost almost his whole squad in the summer after low renewal figures left him with a much-reduced budget, and the cycle looks set to continue again next year.

While the Fleet have overcome their difficulties on the field and are challenging for promotion back to Conference Premier, Kilcullen believes long-term stability lies away from MyFootballClub.

He said: "At the moment we're going great guns on the pitch, which is fantastic, but off the pitch is just as important. I've lost confidence in that model and I think MyFC should be trying to find new ownership.

"If they haven't got the confidence in the way things are being run, why should I, a minority shareholder, continue as a director?"

Purcell hopes loan deal will put him back in the picture at York

GEORGE Purcell is hoping to use his time on loan at Dartford to force his way into the York City side for next month's trip to face Premier League side Bolton Wanderers in the FA Cup.

The former Ebbsfleet United man has been loaned to the Darts in a bid to help the striker back to fitness after a serious ankle injury.

Gravesend-born Purcell, who has enjoyed spells at Gillingham and Ebbsfleet, is now on contract at York, but has missed the majority of the season with injury, having moved from Braintree Town in the summer.

The 22-year-old scored on his Dartford debut in the 2-2 draw with Woking last month and hopes to build his match fitness up to be in contention for a place in York's side when they travel to the Reebok Stadium to play Bolton in the FA Cup third round on January 8.

Purcell said: "It's great just to be playing games again as it has been a disappointing and frustrating time with the injury.

"To play against Bolton would be the biggest game of my career, alongside the FA Trophy final with Ebbsfleet, and it is something I hope to be a part of."

Before the possibility of playing against the likes of Kevin Davies and Jussi Jaaskelainen, he has the chance to face his former side Ebbsfleet while playing for their fierce rivals Dartford in a derby clash at Stonebridge Road on December 28.

Picture: IGOR KUPCO

CONTENTION: George Purcell (pictured while at Ebbsfleet) hopes to use loan spell at Dartford to build match fitness

Purcell said: "It will be nice to go back and see everyone, but I think I will probably get some stick though from the home supporters."

JARRE: WHY I NEARLY SAID GOODBYE

Batsman says uncertainty in summer made him doubt his future at Kent

EXCLUSIVE

By **GLENN PEARSON**

MARTIN van Jaarsveld has revealed that he did look at his options away from St Lawrence this summer, but has confirmed he will be lining up for Kent in Division Two next season.

The South African was among those rumoured to be among a group of players concerned about Kent's precarious financial state towards the end of last season.

Interest in the batsman, who has consistently scored more than 1,000 runs a season in his six years at Kent, resurfaced, this time from Lancashire.

The 36-year-old had previously turned down an offer to captain Surrey during the 2009 summer, instead signing a three-year contract at St Lawrence, but concerns about whether the club could add to its wafer-thin playing staff had the dressing room fearing the worst.

Now van Jaarsveld, who preferred not to comment on speculation about his future during the season, has lifted the lid on the reasons why he looked elsewhere, but is now ultimately committed to helping Kent back to the County Championship's Division One.

Concerned

"The permutations were pretty much family orientated," he said, speaking from his home in Pretoria.

"At one stage in the summer I was slightly concerned with the financial issues at the club; whether there would be any backing to bring in new blood or sign a few new bowlers. It came across that things at the club were pretty tight.

"It was more of a career point of view and a family point of view that maybe I looked elsewhere. But at the moment I am pretty happy at Kent and I'm looking forward to helping the boys back into the first division."

Recruiting a bowler or two is high on the wish-list for next season, although finances and the availability of players as a result of the Indian Premier League will determine whether that comes off.

Wayne Parnell, the South African left-arm seamer who spent some time at Kent in 2009, is one potential target and van Jaarsveld believes adding to the bowling stock is a step that needs to be taken.

"It's massive. No disrespect to the guys who bowled this season, but we need someone with the X factor up front," he said. "If you can get a team on the ropes early doors and if you want to win any four-day game, you have to get 20 wickets.

"[Parnell] did really well when he was here before and the added incentive if he were to come back was that he brings Treddy [James Tredwell] into the game. If Parny could come, it would be a really good signing for us."

The Transvaal-born right-hander, who played nine Test matches and 11 One-Day Internationals for his country, plans to spend the winter in South Africa working on his game, but is yet to decide whether to play any club cricket.

MONEY WORRIES: Martin van Jaarsveld says Kent's financial situation this summer was a major concern

Picture: ADY KERRY

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Mystery illness casts doubts over Flitney

GOALKEEPER Ross Flitney is hopeful that a case of suspected blood poisoning won't force him to miss out on Dover Athletic's FA Cup third round tie next month, ***writes Tom Howard.***

The Whites stopper has earned rave reviews for his performances this season, but playing football has been far from his mind after undergoing treatment in hospital this week.

The 26-year-old former Fulham and Barnet player first showed signs of a mysterious illness, believed to be blood poisoning, just days before the club's 2-0 FA Cup triumph at Gillingham last month.

Despite a trip to hospital before the game, he played the tie and thought he had recovered, only for the symptoms to return last week, forcing him back into hospital.

Flitney, who has been suffering from nausea and the swelling of his knee and throat, believes the problem originates from an abscess on his neck which has disrupted his immune system.

Armed with antibiotics, he was discharged from a Stevenage hospital on Wednesday and hopes he will have recovered sufficiently to line-up for Dover in the third round clash with Huddersfield Town on January 8.

Flitney said: "I feel fine at the moment. I think the first set of antibiotics only kept it at bay and I've got three different sets now so fingers crossed I should be okay to play.

"It has been a bit worrying to be honest. When it happens once, you think it's just one of those things, but to have it happen twice in one month isn't great.

"I've been into hospital and had a lot of tests done, but we're pretty confident it is blood poisoning. I'm waiting for results, but the doctors have ruled out diabetes."

RECOVERING: Ross Flitney is confident he will be fit for Dover's big FA Cup third round tie

Picture: SIMON HARRIS

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